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International Commerce

December 9, 1968

Competitors aim at U.S. lead in Kuwait market

International Trade Winds

Company News

PETROLEUM—Occidental Agricultural Chemicals Corp., New York, a subsidiary of Occidental Petroleum Corp., will have majority share in a new $70.5 million fertilizer plant to be built at Visakhapatnam, South India. The total capacity of complex fertilizer production in the plant will be 140,000 metric tons each of nitrogen and P_2O_5. The start up production is targeted to be 70,000 metric tons each of the nutrient. The new fertilizer unit will be a joint venture project and Occidental Chemicals is currently negotiating for suitable Indian partners. Other American companies interested in fertilizer production in India and working on their projects are: United States Steel, Kaiser Chemicals, Atlantic Richfield and Central Farmers' Co-operative.

VALVES—Rockwell Manufacturing Co., Pittsburgh, has concluded an agreement with Mexico's largest valve manufacturer permitting the production of Rockwell-Nordstrom valves in the Latin American nation. Under the agreement, Fabrica de Implementos Petroleros, S.A., (FIP), has been licensed to manufacture and sell Rockwell's Nordstrom line of lubricated plug valves. The Mexican petroleum industry will provide the chief market for the Nordstrom line.

WATER DESALTING—Contracts to build two Caribbean area desalting plants with a total production of approximately 3.7 million gallons of fresh water per day, and costing over $3.5 million, have been awarded to Aqua-Chem, Inc., of Milwaukee. The new plants will be built at Penuelas, Puerto Rico, for the Commonwealth Oil Refining Company (Corco), and at Freeport, Grand Bahamas, for the Bahamas Oil Refining Co. The plant Aqua-Chem will build for the Commonwealth Refining Company is the first major seawater desalting installation in Puerto Rico. The 2.5 million-gallon-per-day facility is scheduled for completion in March of 1970. The Freeport installation, the largest of its kind in the Bahamas, will be of a similar design, but will have a 1,267,200 gallon-per-day capacity, and is set to go into service late in 1969.

Newsletter

An industry-organized Government-approved trade mission every year. Good results have led to this plan by the State of West Virginia. A recent conference in Charleston, called to wind up a '68 mission, heard the State's Commissioner of Commerce disclose more than $500,000 in recent sales in rubber fabrication, glass products and fire resistant paints that originated in the '66 and '67 missions. Large coal sales had previously been reported from State missions.

Encores are the thing in Turkey. In 1967, a group of U.S. business machine exhibitors at the annual Izmir International Trade Fair packed up their displays and took them to Ankara for a show called BIZMAX. This year 15 U.S. office equipment and machine tool exhibitors at Izmir went on to Ankara for a repeat show called TURKEX 68, aimed at a Turkish Government audience. Results: $201,000 in immediate sales and $587,000 more expected within a year.

Electronic production and testing equipment from the U.S. continues to be a prime attraction at overseas exhibitions. Here's an outline of a new reading in this field: at the U.S. exhibit at Electronica '68 in Munich, Germany, 41 exhibitors made off-floor sales of $224,000, and expect $4,435,000 more in sales during the next year. The mid-November show drew about 30,000 visitors, and half of these came to the U.S. exhibit.

Oregon's fall trade mission, led by Gov. Tom McCall, collectively looked over the shoulders of Oregon and Japanese businessmen as a $10 million contract was signed in Tokyo involving the Alaska Pulp Co., its subsidiary Wrangell Lumber Co., Douglas Fir Plywood Co., Oji Paper Co., and Nippon Yusen Kaisha. The group then went on to visit Japanese industrialists in Osaka and Kobe.

A full pipeline of British trade prospects is reported by Autoclave Engineers, Inc., Erie, Pa., after a three-day between-shows presentation at the London U.S. Trade Center. An intensive promotional campaign by Autoclave's U.K. agent brought in the buyers for the company's high pressure valves and fittings and raised the company's British sales projections by 50-75%. Now it's on to Frankfurt and Milan for December and January exhibitions by Autoclave at the U.S. Trade Centers in those cities.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Scenes from the Near East nation of Kuwait mirror the major points of articles beginning on page 2. In upper row, from left, is a view of modern Fahad al-Salim Street in Kuwait; next, workers at a butane gas plant; right, plant cultivation by the hydroponics method suited for the arid land. Lower row, left, the new American-built Kuwait National Petroleum Corp. refinery; next, test jars at the Kuwait Salt & Chlorine Factory, and right, flash-type evaporators in a desalting plant at Shuaiba, Kuwait, built by Chicago Bridge Ltd.

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Kuwait-U.S. links strong

Little country with big income was $108 million market for Americans last year

By KATHLEEN M. KEIM
Near East-South Asia Division, BIC

Little Kuwait, located in the northeastern corner of the Arabian Peninsula between Iraq and Saudi Arabia, has held a special attraction for many U.S. exporters because of its intense interest in, and oil-given ability to pay for, economic development and modernization. Small in area and population—about the size of New Jersey with little more than a half million persons—Kuwait, on a per capita basis, boasts one of the highest income and import levels in the world. Last year it was a $108 million market for the United States.

KEIM

Development of this small, Near Eastern, desert state from a traditional sea-dependent economy really got under way with the oil boom of the 1950's. Since that time, Kuwait, which has in the Burgan Field the world's richest single oil pool and shares in the Neutral Zone with neighboring Saudi Arabia, has become one of the world's leading crude oil producing and exporting countries, well able to afford an ambitious program of economic and social development.

For some years the United States has been the leading supplier to a Kuwaiti market which has ready cash, almost no import restrictions, a low tariff rate, and likes U.S. goods. Products for which American suppliers hold a large part of the market include automotive parts and equipment, air conditioning and refrigeration equipment, drilling machinery, heavy construction equipment, cigarettes, and fountain pens. Others with significant sales include mechanical equipment, food items, clothing, and pipes and fittings.

Competition increasing

Changes are taking place, however, and the days of relatively easy sales to a market hungry for all consumer products have faded. Competition is increasingly felt from the French, Japanese, West Germans, and East Europeans. In 1967, Japan overtook the United Kingdom as Kuwait's second leading supplier as, in a market which is increasingly price conscious, Japan has been offering low prices, and concentrated and patient sales efforts.

The outlook for U.S. products is good if American firms rise to meet the challenge of increasing competition, as development projects and the continuing needs of private consumers, government, and industry promise new opportunities for sales of such items as office machinery and equipment, construction equipment, including modern materials handling equipment, special construction materials, and hardware (such as unitized windows, lighting fixtures, kitchen fittings, and plumbing fixtures), metalworking and fabrication equipment, hand tools and light machinery. Export of consulting and engineering services has a special interest due to the possibility of spin-off sales of related equipment and supplies.

For some years the Government of Kuwait, a constitutional monarchy headed by the Amir, His Highness Shaikh Sabah Al-Salem Al-Sabah, has earmarked its swelling oil revenues for ambitious programs of economic and social development. In 1954 the Shuaiba Industrial Development Board was formed to coordinate the government's various development projects. The Shuaiba industrial area, on the coast 5 kilometers south of Mina-al-Ahmadi, is the center of industrial activity. This area has access to an excellent harbor and is within easy reach of oil and gas production centers. The government has provided most of the necessary infrastructure such as water, power, communications, transportation, and housing.

Industries now operative in the area include the Kuwait National Petroleum Company refinery, a chemical fertilizer plant, and a drilling compound plant. Industries being considered for possible development at Shuaiba include batteries, petro-chemicals, a ship repair yard, and fish canning operations.

Five-year plan

The government is utilizing its substantial oil income to help pay for an $881 million, five-year development plan (1967-72) which aims to broaden the base of the economy, provide employment opportunities, and maintain a high growth rate. Fi-

Kuwaiti leader schedules U.S. visit

The Amir of Kuwait, Sheikh Sabah al-Salim al-Sabah, has been invited on a state visit to the U.S. scheduled for Dec. 13 to 17, the first by a Kuwaiti head of state to this country. Beside his official visits in Washington, the Amir will include a visit to Cape Kennedy and to New York in his stay.

AMIR OF KUWAIT

The announcement of the planned visit noted that the Amir's party would arrive in the U.S. in one of the new Boeing 707 jetliners recently purchased by Kuwait Airways.

The Amir, now in his 50's, is the son of Sheikh Salim al-Mubarak al-Sabah, who ruled Kuwait from 1917 to 1921. He entered public service as a young man, and held key positions in the Departments of Public Security, Public Health and Public Works during the important formative years of 1946 to 1961 when large oil revenues began to flow in and while Kuwait was still under British tutelage.

When Kuwait received full independence in 1961 Sheikh Sabah al-Salim was given responsibility for foreign affairs and was named Foreign Minister in the first Cabinet in 1962. In early 1963 he relinquished the Foreign Affairs portfolio and was named Prime Minister and Crown Prince. He headed Kuwait's delegation at the time Kuwait was admitted to the United Nations in 1963.

He succeeded to the position of Amir upon the death of his elder brother, Sheikh Abdullah al-Salim al-Sabah in November 1965. Under his rule Kuwait has continued in its rapid and balanced modernization.

WORLD'S RICHEST SINGLE OIL POOL has fueled Kuwait's development. The world's first all-hydrogen refinery, above, also pictured on cover, was built in Kuwait by a subsidiary of the Fluor Corp. of Los Angeles. Foster Wheeler Corp. and Hydrocarbon Research worked on engineering and design.

nancing is to be entirely domestic, with 88% from the public sector, 10% private, and 7% mixed public and private. Planned investments are to be primarily in such basic facilities as transportation and communications, housing, public buildings, electric power, water and irrigation, oil, and natural gas. Actual development expenditures were expected to total $140 million in the plan's first year.

Some of the government projects currently underway afford good export opportunities to U.S. business. For example, Kuwait is a ready market for desalination equipment as there is a serious lack of water for industry, agriculture and consumption purposes. Plans for an air conditioner plant are in early development.

Invitations also will be issued to firms selected to submit designs for the Kuwait Municipality inner city. No date has been announced for issuance of the invitations but interested firms may wish to enter their names on Kuwait's consultant's registry.

The National Industries Company of Kuwait has developed plans for two new ventures, assembly of batteries and cement production. The company has been seeking offers from foreign firms for licensing local assembly of wet cell batteries. Assembly would be with imported materials, although future plans call for production of the needed components. Initial production of the cement plant will be 300,000 tons annually, eventually rising to 500,000 tons annually. Since Kuwait does not have the raw materials required, clinkers will be imported. Future plans envision production of 150,000 tons annually of clinkers from materials found in the Kuwait-Saudi Arabia Neutral Zone, with the remainder being imported.

Variety of benefits

Apart from economic development, the Kuwait Government has used its oil income to provide broad socio-economic benefits for its citizens and has given assistance to other, less well-endowed developing countries. The Kuwait subsidized housing program, for example, was begun in 1950 to provide low-income families with shelter, while other housing programs around the fringe of Kuwait City are aimed at the population at large.

A free educational system—including free study abroad for qualified students—stresses literacy, manpower training, improvement of the quality of education, and establishment of several institutions of higher education. All health services, including hospitalization, are free and facilities and personnel rank extremely high.

Kuwait also sets aside funds as a source of financial assistance to other developing countries. Since 1961 aid to Arab states channeled through the Kuwait Fund for Arab Economic Development has comprised 16 loans totaling $189.3 million.

Several measures have been taken to encourage foreign investment and the development of industry. Repatriation of foreign capital and profits is permitted without restrictions. The National Industries Law, promulgated in 1965 and requiring at least 51% Kuwaiti ownership of all local firms, grants certain privileges, such as exemption from payment of customs duties on raw materials and industrial equipment, protection from competing imports and assurance of no export duties.

Apart from oil and gas, the only known mineral resources of commercial significance are limestone and sand. Large amounts of natural gas produced from Kuwait's oil fields are available for development as fuel energy for power production and as a raw material. At present, the greatest portion is used for reinjection by the oil companies; however, some part is used at the Shuaiba Industrial Area as a source of power, as a feedstock for production of fertilizers and for electric power generation throughout Kuwait.

KUWAIT IMPORTS WILL CONTINUE TO GROW, but U.S. position as top supplier is being challenged. Modern buildings in capital reflect nation's prosperity.

IN KUWAIT

U.S. competitors move up

For first time in almost five years, American share of market declined during January-June

Kuwait's economic growth rate has receded from the historic level of pre-June 1967, largely because of factors related to the Arab-Israel conflict.

Unless a more restrictive fiscal policy is applied, however, growth will continue to be sustained by rising oil revenue.

Consumer confidence, not in the health of the economy but in the course of events in the Middle East, is the factor needed to restore boom conditions, according to the semi-annual Economic Trends Report from the U.S. Embassy in Kuwait.

The relative decline in U.S. exports to Kuwait of a range of consumer goods has been obscured, for several years, by large purchases of construction, industrial and transportation equipment. This trend, however, began to emerge during the first half of 1968 as prior contracts were fulfilled.

American business can continue to benefit from present and promising future opportunities by more intensive cultivation of this market and by meeting the price, financial and delivery terms of its principal competitors.

U.S. share threatened

Annual imports have risen from $322.2 million in 1964 to $593.3 million in 1967, a growth of 46%. During the same period, the U.S. share has risen from 18 to 22%. Kuwait is expected to remain one of the highest per capita importing countries in the world, and, with rising income, to increase its purchases abroad.

The country has a small population, in absolute terms, and no known natural resources other than oil and gas. Thus, import substitution by locally produced goods is not practical on a significant scale; but the likelihood of the United States remaining Kuwait's leading supplier is in question.

Import statistics for six months of 1968 register the first decline in the U.S. share of the market in almost five years—from 22% for all of 1967 to 19% for the first half of 1968. Most of the decline seems to have been absorbed by the other three leading suppliers—Japan, Britain, and Germany. Japan's increase in its share of the Kuwait market over the past five years has been especially striking, markedly increasing sales of a range of products from household goods to heavy machinery.

So far in 1968, no U.S. firm, bidding directly, has been successful, although contracts for major projects, totaling about $100 million, have been awarded to foreign firms.

This lack of success in tendering has allowed a long-term decline in imports of

U.S. foodstuff (both commodities and packaged foods), light appliances, cigarettes and other manufactured goods to become visible.

While the U.S. position as the major supplier of vehicles, air conditioning and oil field equipment seems secure, it is not adequate to maintain the present U.S. share of the market. Improved competition for electronic equipment, water desalination, power generation and heavy construction contracts is required.

The decline in the U.S. trade position will be offset, for 1968, by the imminent delivery of three Boeing aircraft to Kuwait Airways. Yet, if the present weakness in sales of consumer durable goods and in successful competition for Government contracts continues, a significant decline in imports from the United States can be expected in 1969.

Joint venture opportunities

Among the variety of projects under consideration by the private sector are some which may offer opportunities for long-term market penetration to firms willing to enter a joint venture. Careful study can reduce the substantial risks, and the possibility of import protection offers rewards for ventures capable of economic production for the limited Kuwait market. Import protection is not automatic, however, as one major American producer of oil well drilling chemicals, which has established the only U.S.-Kuwait private venture to date, has found.

Greater interest by U.S. firms also would be welcomed in design and managerial consulting. Kuwait is an open market for design consultants, again on a competitive basis. Recently, American firms have enjoyed significant success in both design and management consulting. High value consulting services are in increasing demand.

Economy resilient

Kuwait's resilient economy, cushioned by rising revenue from oil production, over the past 18 months has absorbed the successive shocks of a less expansionist fiscal policy, the June 1967 Arab-Israel war, and devaluation of sterling. Still prosperous, Kuwait shares in the mood of uncertainty emanating from the disturbed conditions in the Middle East, which have caused per capita consumption expenditure to recede from the historic high level of the first half of 1967. Concurrently, the Government has reduced budgetary and developmental expenditure for fiscal 1968 by about 6%, or $43 million, compared to fiscal 1967.

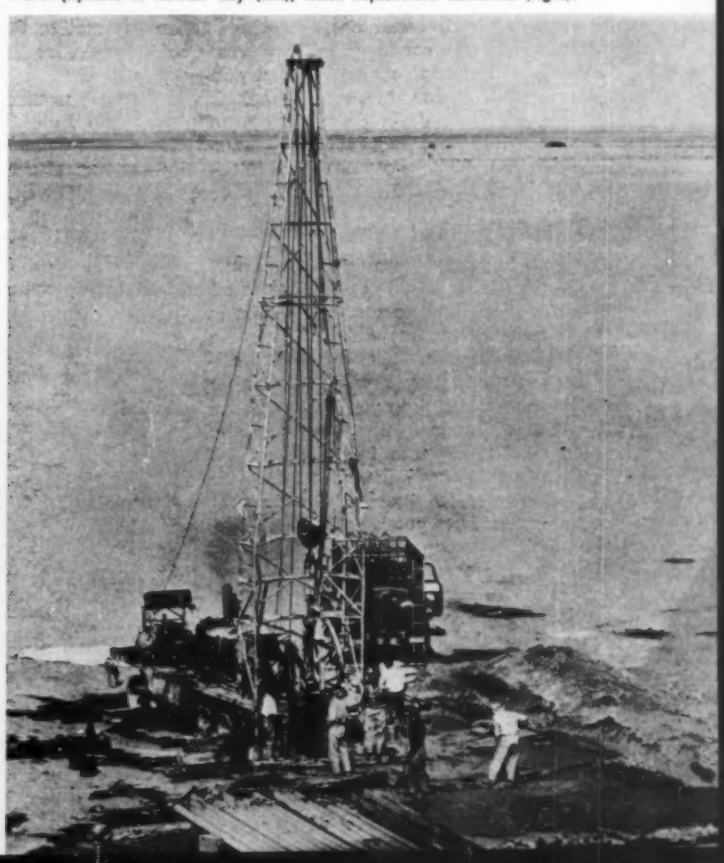
The main mechanism for channeling Government revenue from oil directly into the private sector—purchase of land for public use—continues to function as before. Redemption of privately held Government notes for past land purchases, plus expenditure this year of about two-thirds of the $84 million authorized for the three-year period fiscal 1968-71, will place about $85 million directly in private hands again this year.

Continuation now of the cautious fiscal policy adopted early in 1967, to restrain a then inflationary trend, has been forced upon the Government by the burden of $132 million in annual direct assistance payments to offset the effects of the June war on Jordan and the UAR and by an effort to rebuild reserves diminished because of the June war and devaluation of sterling.

Because more than half of Kuwait's gross national product is generated by the petroleum industry, which continues to expand output and increase the rate of payments to the Government, the economy is more than marking time. Yet it seems likely the rate of growth in GNP for 1968 will be about 2% lower than the 6.5% average rate of increase for the past five years.

A growth of 4½% in GNP, about 1% above the rate of natural population increase, would be greeted as moderately satisfactory in most societies as affluent as Kuwait, where per capita GNP was rated at $3,200 for 1966. Here, however, the prospect is disquieting to those accus-

WATER DESALINATION EQUIPMENT IS NEEDED in Kuwait, but the demand may slacken if more ground water wells such as the one found by the Ralph N. Parsons Co. of Los Angeles are discovered. Below, Parsons workers lay a water pipeline to Kuwait City (left), while exploration continues (right).



Market profile—Kuwait

Government: Hereditary Amirate, which became fully independent in 1961. National Assembly is elected; Council of Ministers and Prime Minister appointed by Amir.

Area and climate: About 6,200 square miles, plus joint administration with Saudi Arabia of 2,500 square miles of neutral zone. Intensely hot and dry; only 1% of land cultivated.

Population: Estimated at 600,000 in 1967. About 50% are nationals of foreign (mostly Arab) countries.

Finance: Kuwaiti dinar=US$2.80. Gold and foreign exchange holdings, $1.1 billion (March 1968).

Economy: Gross national product estimated at $1.7 billion in 1966/67; about 50% derived from petroleum; 33% from Government expenditures.

Imports: $462.8 million (1966); $593.3 million (1967). Leading suppliers: U.S., 21.6%; U.K., 12.3%; Japan, 12.5%; West Germany, 9.5%; Italy, 4.7%. Major imports: vehicles, textiles and clothing, electrical machinery and appliances, iron and steel, cigarettes, and foodstuffs.

Exports: $1,304.0 million (1966); $970.5 (January-September 1967). Major oil markets: Italy, 21.4%; Japan, 17.7%; U.K., 16.5%; France, 7.2%. Major non-oil markets: Saudi Arabia, 27.1%; Iran, 18.0%; U.K., 9.2%; Iraq, 8.1%; U.S., 5.0%. Petroleum comprises 98% of total exports; non-oil exports consist mainly of fish products and reexoprts of consumer goods to neighboring states.

Trade policy: Liberal. Many items duty exempt. Others assessed 4% ad valorem. Commercial imports restricted to Kuwaiti nationals and firms. Trade with Israel prohibited.

Trade prospects: Construction and oil industry equipment, special machinery for new industries, and consumer durables.

tomed to superlative performance—an attitude which reflects the importance of a restoration of consumer confidence for a revival of boom conditions.

In brief, the economy continues to grow at a respectable rate, especially in the vital oil sector, but the outlook is dampened by a drain on resources to support other Arab States and by uncertainty over the course of political developments in the Middle East.

Decline expected

A key factor in Kuwait's trade oriented economy, the rate of imports, has lagged behind other indicators of an economic slowdown. Merchants did not decrease their foreign purchases, as consumer hesitancy and declining public expenditure ordinarily should prompt them to do.

Kuwait's imports for the first six months of 1968 rose by $22.3 million over a year earlier, an increase of 7.6%. Consequently, inventories, especially of durable consumer goods and construction equipment and supplies, are exceptionally high as the season for introduction of 1969 model appliances and vehicles approaches.

Viewing the level of inventories with concern, four of Kuwait's five commercial banks are tightening overdraft facilities—the exception being the recently established, aggressive Al-Ahli Bank. Trade statistics for the second half of this year are expected to show a decline in the rate of imports, reflecting inventory reductions.

Action was taken by neighboring Saudi Arabia in June 1968 to sharply reduce duties on a wide range of consumer imports. This also will result in lower imports by Kuwait, for the incentive to import through Kuwait—which has a general duty rate of only 4% *ad valorem*—goods destined for Saudi consumers has been greatly reduced by lowering of the high Saudi tariffs. One of the principal U.S. exports to Kuwait, cigarettes, will be among the items most significantly affected.

Retail sales of durable consumer goods are generally about 20% below the level of the first half of 1967. Consumers appear to be deferring purchases because of heavier remittances by the foreign majority of the population, to relatives directly affected by the Arab-Israel conflict and because of uncertainty over the ultimate resolution of the conflict. Especially hard-hit have been retail sales of airconditioners and automobiles, the two leading U.S. exports. Sales are estimated to be down by over 20% for airconditioners and about 10% for automobiles.

Sales of basic consumer commodities such as foodstuff and clothing have risen, however. Apart from the difficulty of deferring purchases of these items, the influx of persons displaced by the June war, estimated at about 130,000, has increased consumption of essential commodities.

More water projects

Government financed development of infrastructure continues to dominate industrialization. Deriving about 90% of its potable water from desalination of sea water, Kuwait more than doubled its water production capacity in 1968 to 18 million imperial gallons per day. Tenders opened during mid-year call for construction of about 30 million gallons per day of new capacity over the next several years.

Similarly, public electric power generating capacity is growing rapidly. Installed capacity was 410 kilowatt hours in September, with 120 kilowatt hours to be added in 1969 and a new power station of 134 kilowatt hours to come on stream during 1970.

Intensified Government efforts to encourage mixed public/private investment in light industry, through offers of import protection and liberal Government loans, has resulted in preliminary registration of a growing list of potential projects—but with little tangible accomplishment. Of 14 light to medium industrial projects licensed in 1967-68, only one, a cement clinker grinding plant, seems sure to materialize. Forward movement on the others, ranging from confections to electric cable production, varies from slow to imperceptible.

More substantial progress is evident in Government financed and controlled heavy industry. The Kuwait Chemical Fertilizer plant, a joint venture between the Government and Gulf and BP oil companies, is completing its first year of full-scale operation, producing ammonium sulfate and urea fertilizer for export. The Ku-

Competition increases

Traditionally highly competitive, the Kuwait market has become more so, particularly in tenders for large Government projects, since more frequently financing is among the considerations.

While the regard for U.S. technology and the reputation of major American firms remains high, U.S. manufacturers have increasingly priced themselves out of the market on major tenders.

wait National Petroleum Company, a Kuwaiti-owned mixed venture, is bringing its technologically advanced 95,000-barrel-per-day refinery into full production. Output of this plant, too, is destined for export. On the horizon is a massive expansion of the fertilizer complex with addition of a new plant to produce 1600 tons per day of ammonia—half for local processing into urea and half for export to a Turkish-Kuwaiti joint venture. Contracts already have been let for design and equipment supply for the new plants.

In the non-oil private sector, a well-developed fishing industry remains the most significant activity. One of three commercial shrimp fishing companies is the largest employer outside the oil sector and has firm plans for further expansion. Over 90% of the shrimp taken from the Gulf are marketed in the United States.

Reserves decline temporarily

The value of the Government's foreign holdings declined by $83.7 million over the Kuwait fiscal year 1967, according to published reports to the International Monetary Fund, despite estimated income on investments of $70 million. Factors depressing reserves included: dispersals for the land purchase program, a grant made at the time of the June war, losses through devaluation of sterling, and continuing assistance payments to Jordan and the UAR.

Two of these factors, the unilateral grant and losses from devaluation, were unique events; the other two may be recurrent. Continuation of land purchases is assured by present legislation for at least another year. Ceasing assistance payments is dependent upon a solution to Israeli occupation of areas occupied in the June war.

Despite continued moderate drawings, reserves are not expected to decline further in the coming fiscal year. The Government seems determined to maintain a relatively stringent fiscal policy, while both the volume of oil production and per barrel revenue to the Government are rising. The Government should be able to satisfy claims against its reserves from increased oil revenue and income on its foreign investments.

Establishment of the Al-Ahli Bank, under French management, and authorization for a central bank have altered the domestic financial scene. Competition by Al-Ahli for deposits has forced the rate for time deposits to the 7% maximum for lending rates fixed by law. The higher rates have stimulated a rise in time deposits with the commercial banks. Given the increased demand upon local credit sources because of inventory accumulation, an increase in deposits is timely.

The case for a central bank has been strengthened by sharp inter-bank competition. A central bank, presumably, would restrain bidding for deposits and might also find an increase in the lending rate justified. Less favorable to the commercial banks would be the central bank's function as a depository for Government funds held in dinars, which totaled $207.8 million as of September. The central bank is gradually to replace the present Currency Board as the monetary authority and is expected to begin functioning sometime in March.

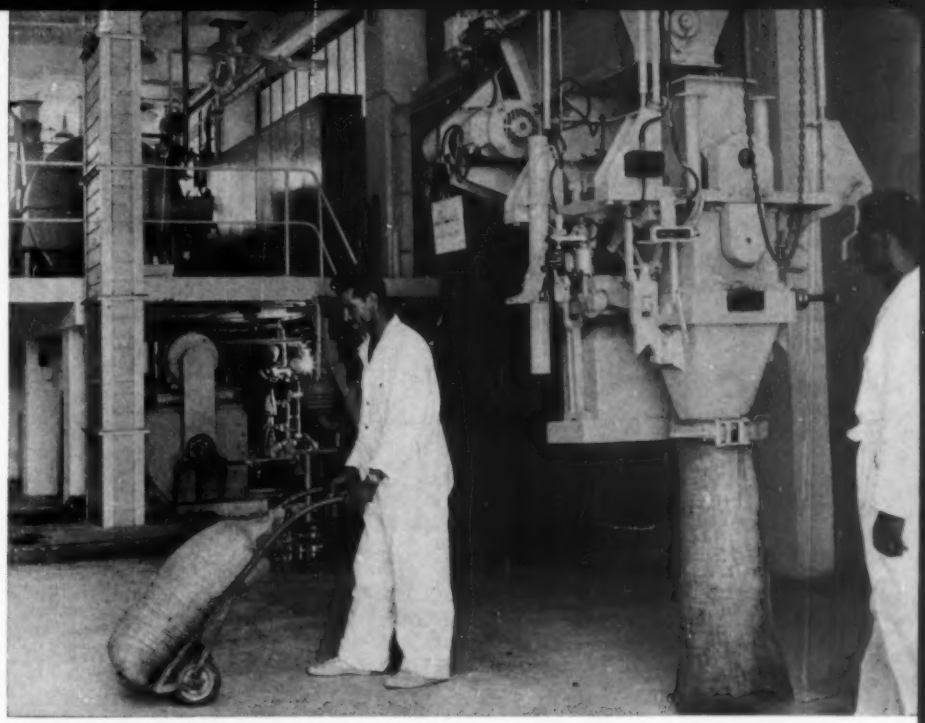
One indicator of the return of more stable conditions, since the disruptions of 1967, has been the decline in the money supply to just above its 1966 level. Currency in circulation and demand deposits rose sharply, following the June war, but have now returned to a level suited to the slower pace of economic activity.

Labor activity

Finding a cause in a recent law greatly liberalizing employment terms in the oil industry, Kuwaiti labor unions (only Kuwaitis are eligible for union membership), through the agency of the Federation of Petroleum Workers, called a strike against the producing companies in September to enforce their demand for prompt implementation of the law.

The law had not been applied by the companies, pending issuance of implementing regulations by the Government, as the law provided. Delay in issuing these regulations apparently was caused by the law's internal contradictions. Government intercession with the Federation forestalled the strike, and the implementing regulations are being drafted.

Application of the law as written would raise labor costs not only to the producing companies but to all firms associated with the oil industry, and establish new payment norms for possible later application throughout the economy.



ALTHOUGH OIL DOMINATES Kuwait's economy, several new industries have located in the Government-sponsored Shuaiba Industrial Area. Above, sacking machines at Kuwait Salt and Chlorine Factory.

Oil, gas output rises in Kuwait

The vital element in Kuwait's economic well-being, crude oil production, registered a modest increase for the first nine months of 1968 and is expected to rise significantly during the last quarter, yielding an increase of about 5% for the year as a whole.

Production of natural gas associated with oil shows a proportionate increase, and utilization of gas for power, reinjection for oil reservoir pressure maintenance and as a chemical feedstock is increasing as the industrial base expands. Gas utilization in September was 35% of production as compared with 31% at the end of 1967.

U.S. businessmen are invited to sell restaurant and cafeteria equipment in mission to France

Commerce now recruiting for specialized selling group to go abroad in April; applications due by Dec. 28

Executives of U.S. firms specializing in restaurant and cafeteria equipment are invited to become members of a trade mission being organized by the Commerce Department to visit France next April.

The members, limited to representatives of not more than 12 firms, will be doing business for their own companies. They will be specializing in selling a variety of equipment for use in institutional feeding—visiting Paris, Apr. 14-18; Lyon, Apr. 21-22; and Marseille, Apr. 23-25.

Although members will pay their own travel expenses, all operating costs will be paid for by the Department. A Commerce official, in addition to performing advance work and providing market information, will accompany the mission on its visit to France as coordinator. Arrangements will be made for the members to meet with the principal users of restaurant and cafeteria equipment in France.

Market research undertaken in the area of institutional feeding has revealed good possibilities in France for the following products and related items:

Equipment for use in hotels, motels, schools, factory canteens and other institutional kitchens, in snack bars, self-service and fast-service feeding establishments, including automatic beverage and food dispensers and automatic vending equipment; baking equipment, kitchen ovens, barbecue equipment, freezers, high-pressure cookers, infrared grills, rotisseries, food and liquid mixers and blenders, peelers, ice crushers; ice-making and refrigeration equipment including refrigerated display counters and cases; and dishwashers.

Deadline Dec. 28

Based on this research, as well as on their own experience, the American Foreign Service Posts in France recommended that a group of U.S. businessmen knowledgeable in these products make a Government-sponsored field trip to France to initiate and if possible consummate sales.

Firms interested in participating in this export sales promotion opportunity are invited to **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, attention Mr. Paul Mayer: or telephone him collect, area code 202, 967-2232. Applications are to be received no later than Dec. 28.

October figures show trade deficit

U.S. export and import figures for October, which showed a trade deficit in that month of $63 million, drew wide attention in the nation's press. (Analyses of U.S. trade regularly presented in this magazine cover more extensive periods than a single month. The October figures will be included with others in the next quarterly report, to be published after the first of the year.)

Exports for October, seasonally adjusted and excluding military grant-aid shipments, totaled $2,594.2 million, according to the Commerce Department's Bureau of the Census. The adjusted import total was $2,657.4 million.

Comparable figures for September were the all-time records of $3,245.9 million for exports and $2,963.7 million for imports. The Bureau notes, however, that the September figures probably reflect accelerated export and import activity, during that month, in anticipation of the strike at East and Gulf Coast ports which began on Oct. 1 and ended two days later.

For the first 10 months of 1968, exports on a seasonally adjusted basis were at an annual rate of $33,527 million—about 8% higher than the calendar year 1967 total of $30,934 million. Imports were at an annual rate of $32,601 million —about 22% higher than the calendar year 1967 general import total of $26,812 million.

World traders plan joint conference in Chicago in March

More than 1,000 expected at broad-coverage meetings

Expansion of international trade and its relationship with world peace will be the theme of the 32nd Chicago Mid-America World Trade Conference, scheduled for Mar. 5-6 at Chicago's LaSalle Hotel.

More than 1,000 persons are expected to attend the conference, which is under the joint sponsorship of the International Trade Club of Chicago and the Chicago Association of Commerce and Industry.

Subjects to be covered include: trade expansion despite U.S. curbs on overseas investment, East-West trade, nontariff barriers to trade, opportunities for newcomers in world trade, and international advertising policies that work. Workshops will be conducted on some of these same topics plus executive manpower training and development, financing of international operations, small business operations in world trade, structuring of international operations, and transportation.

Speakers will also discuss: finance as a competitive tool, business opportunities in developing countries, structuring international operations—the world as one market, marketing success stories, and management in the future of international operations.

World market roundups will be conducted on Europe, Africa and the Middle East, Latin America, and Asia (Pacific Area).

For registration information, **write:** 32nd Chicago Mid-America World Trade Conference, 30 West Monroe St., Chicago, Ill. 60603.

Export expansion by coordination of world standards is a theme at USASI meeting

50th anniversary session in Washington will feature six international standardization experts from Germany, Netherlands, Sweden, the U.S.

The necessity of coordinated international standards for the expansion of world trade will be one of the major themes of discussion at the USA Standards Institute's 50th Anniversary Meeting in Washington, D.C., Dec. 9-12.

Of particular interest to American business executives concerned with increasing their companies' exports, this subject will be considered at the last day's meeting by six international standards experts from Germany, Netherlands, Sweden, and the United States.

Among them are two who have recently been named chief administrative officers of the world's leading international standardization bodies. They are Clifton J. Stanford, who will become general secretary of the International Electrotechnical Commission on Feb. 1, 1969, and Olle Sturen, newly elected secretary general of the International Organization for Standardization.

Stanford, who is presently assistant secretary general of IEC, has been involved in international work for more than 20 years. Sturen, an internationally recognized authority on the problems of coordinating and unifying national and international standards, has played an important role in the administration of ISO during the past decade.

Other panelists will be:

- Archie M. Andrews, Deputy Director of the U.S. Commerce Department's Bureau of International Commerce.
- N. Ludwig, director and manager of the German Standards Association, and a member of the Executive Committee of the ISO and chairman of the ISO Planning Commission.
- William A. McAdams, manager of industry standards, Corporate Engineering Staff, General Electric Company. McAdams directs the external standardization activities of General Electric, and through participation on national and international committees, helps chart the nation's standardization program.
- Frans F. Van Rhijn, general manager, concern standardization, N.V. Philips' Gloeilampenfabrieken (Netherlands) who, as an executive of a multinational company, is deeply concerned with the effects of standardization on world trade, and is an active participant in the work of ISO.

Moderator at the session will be George T. French, senior vice-president of Deere & Company, one of the nation's largest manufacturers of farm equipment, with extensive overseas operations.

The USA Standards Institute, the national coordinating agency for voluntary standardization in the United States, is celebrating its 50th anniversary with a four-day meeting at which leaders in industry, government, labor, and consumer affairs will discuss some of the major problems facing the nation's executives.

In addition to expansion of world trade through international standardization, subjects scheduled for discussion include the metric system, the occupational safety and health act, the consumer challenge, and regulation through voluntary standards.

Philippine fishing port gets technical assistance of Asian Development Bank

The Asian Development Bank has agreed to provide up to $325,000 in technical assistance for the proposed construction of a modern port terminal facility for the fishing industry in Manila Bay.

The Philippines has a potentially rich field for the development of the fishing industry; but the lack of fishing ports with modern facilities has been a major problem. The proposed fisheries port is designed to fill this gap by providing protective port facilities and space for setting up shore-based amenities.

The Bank's technical assistance will cover investigations of alternative sites and, based on the result of these investigations and other studies, preparation of layout plans, design drawings, and documents for the purpose of inviting tenders.

Scandiaconsult International, A. B., a Swedish consulting engineering firm, and a Canadian supervising engineer have been engaged to carry out this work. The investigations are scheduled to be completed in about 10 months.

SHOWING THE FLAG has moved into the realm of international commerce in St. Joseph, Mich. for Laboratory Equipment Corp. (LECO). During the training courses which it regularly holds for its overseas distributors, LECO flies the national flag of each foreign visitor in front of its headquarters Flags from Korea, Venezuela, India, Italy, Japan, South Africa, and Holland fluttered beside ours.

Mission to Far East sees markets for materials handling equipment, services in several port cities

U.S. suppliers and port authority official visit Bangkok, Singapore, Manila, Hong Kong, find prospects in each area

More sales abroad for some companies and the beginning of export programs for others are anticipated by the businessmen who comprised the Materials Handling and Port Operations mission just back from the Far East.

The five-man mission, during a three-week working tour to Bangkok, Manila, Singapore, and Hong Kong, visited a U.S. Trade Center show, took part in a technical seminar, attended a meeting of the UN Economic Commission for the Far East, and consulted with dozens of prospective customers.

Some members appointed distributors, some discussed arrangements for return visits, some concluded arrangements for interested counterparts to visit the United States.

Market potential for materials handling equipment varied from country to country. In short, the participants' roundup is as follows:

Bangkok: A good market, though small and limited.

Singapore: An excellent market; with the withdrawal of British forces in the next two years, the island may look increasingly to Australia, Japan, United States, or elsewhere, for closer industrial ties.

Manila: Excellent market, with good potential.

Hong Kong: Excellent as a base for trade with surrounding countries.

The Trade Center show which the mission attended in Bangkok featured exhibits of materials handling and cargo equipment. Details of the show are presented on the following page.

Technical seminar scores

One of the biggest stimulants to future trade, the mission members all agreed, was the technical seminar arranged in Bangkok during the Trade Center show. "Overwhelming," was what one of the mission members called it. Of the 380 participants in the seminar, 76—some at considerable expense to themselves—came from other countries. Thus, the mission benefited throughout the itinerary from contacts made during the meetings.

In Thailand, a small but growing portion of the local industry is using modern materials handling equipment and methods, the businessmen found. The United States and Japan are the leading suppliers. A major user of U.S.-made materials handling equipment, and a modern facility, is the Port of Bangkok.

The principal problem, the group says, is a lack of suitable distributors to represent sophisticated equipment. Facilities offered by the Trade Center, the country's improving economic situation, and the Thais' desire for a higher standard of living all point to potential for sales. The geographical position of Bangkok is favorable for air freighted materials, and could easily form the base of a Far Eastern operation if transportation is by air.

They add, however, that a strong Japanese sales effort, with less expensive merchandise, is at work; that technically qualified personnel are scarce; and that the road systems are poor.

Singapore is seen as a good choice for establishing a base for selling equipment shipped from the United States by ocean carriers. The port offers a fast handling service and expects to offer a full container service by 1970, the mission says. There is no lack of technically qualified people, the transportation system is good, maintenance of equipment does not seem to be a problem, more than 150 major shipping lines use Singapore, and many European and U.S. companies have located their main Far East sales offices there. In terms of cargo handled, the port ranks fourth among world ports.

The Philippines offers a strong potential, according to the mission, as the businessmen there are aware that equipment and services will be needed in increasing quantities in the years to come. Good distributors are in short supply, but English speaking technical help is available.

As an entrepot, Hong Kong could be the base of a large sales market for materials handling equipment. A port container study and airport improvements are underway.

Some are exhibitors

Dennis M. Wood-Gaines, president, National Material Handling Consultants, Inc., Kirkland, Wash., was the director of the mission. Other participants were Beryl Anthony, president, Anthony Manufacturing Corp., Springhill, La.; William C. Gibson, manager, Far East-Pacific Area Trade Development Office, Port of New York Authority, Tokyo; Glen R. Johnson, Jr., Clark Equipment Co., Battle Creek, Mich.; Don C. Law, president, Magline, Inc., Pinconning, Mich. The Clark Equipment Co. and Magline, Inc. were exhibitors at the Trade Center show. Before leaving Bangkok, Law appointed a distributor for his new-to-export firm.

MISSION MEMBER GIBSON (right), Far East Director for the Port of New York Authority, talks in Bangkok with U.S. Trade Center Director Welbert (center) and Embassy Commercial Officer Gross.

Mission joins seminar at Bangkok exhibition

Technical seminars held in conjunction with the Bangkok Trade Center's recent show of cargo and materials handling equipment proved to be an outstanding drawing card, both during the show and after it had concluded.

The opening session of the seminar series drew 381 businessmen, including 56 from nine countries outside Thailand. Those in attendance came from the Philippines, Malaysia, Singapore, Indonesia, Hong Kong, Laos, Ceylon, South Vietnam, and Japan.

"The combination of a product display and the materials handling seminar gave us product exposure on a broader basis to old customers, and established us as materials handling authorities to new prospects," said the managing director of Clark Equipment Co.'s local agent. The Thai businessman reported that $150,000 in new business for Clark equipment would result from the show.

Other exhibitors were equally enthusiastic. With 22 out of 23 reports in from exhibitors, only one firm said it had failed to reach its primary objectives in taking part in the show.

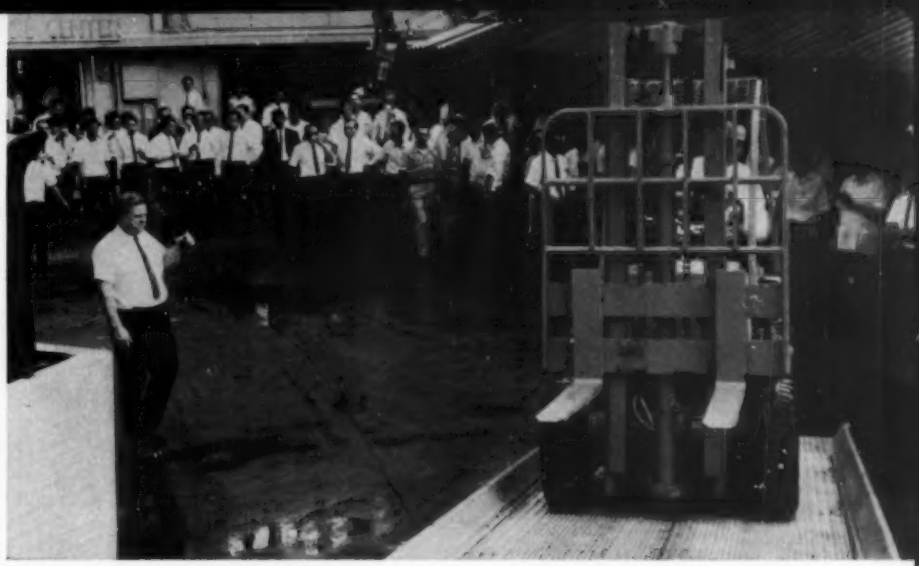
By the end of the show, 2,611 visitors had been counted entering the Trade Center to see the displays, and 1,432 had registered as seriously interested buyers in the cargo and materials handling field.

President Don C. Law of Magline, Inc., represented his firm in its first sales effort in the Thai market, showing portable lightweight ramps for equipment moving. Law appointed a local agent from the many who applied for the position and predicted that his first-year sales in the Thai market would be $15,000.

A. T. Zamudio, director of the export division of Lift Parts Manufacturing Co., another new-to-market company, appointed an experienced importer as his agent, and estimated that sales in the first year after the show would reach $30,000.

"The exhibition helped us to contact important prospects which eventually will lead to substantial sales of our equipment," Zamudio reported.

The favorable impact of the show and the seminars accompanying it continued after the close of the exhibition itself. More than 100 requests for further information have been received by Trade Center personnel, and arrangements are being made now for several showings of industrial films featuring the companies and products shown at the exhibition.



VISITORS FROM THROUGHOUT SOUTHEAST ASIA came to see exhibits such as the Clark forklift truck (above) shown being driven up a Magline portable ramp loader, a product new to the Thai market.

NEW SALES AGREEMENT was signed with a local agent by Lift Parts Manufacturing Co. (above). Private consultations, such as those below, brought Thai businessmen and U.S. industry experts together.

NEGOTIATIONS WERE UNDER WAY between four potential licensees and Continental Screw Co. (above left) as the Stockholm exhibition closed. KSM Division of Omark Industries (above right) showed a complete line of stud welding equipment to interested Scandinavian buyers during the exhibition.

Stockholm exhibition makes fastener sales

Many local visitors give high marks to show of U.S. adhesive equipment

Twenty-one exhibitors and a three-day series of technical clinics drew almost 1,000 Scandinavian visitors to the Stockholm Trade Center's FASTENERS/USA promotion from Nov. 6-12.

Registered attendance was 791 of the total 995 Scandinavians who visited the exhibition. They included assembly and design engineers, production supervisors, purchasing managers and similar buying influences from Sweden's largest manufacturing and building concerns, as well as government agencies. Their reaction to the exhibition was favorable, with 83% of the 265 who answered the question on the registration card survey rating the exhibition as above average.

Immediate sales of $20,559 were recorded by the 21 manufacturers of industrial fasteners, adhesives and assembly equipment. They also projected 12-month sales of over $380,000 to result from their participation, despite the low unit cost of the products. In addition, the three exhibitors who were seeking representation or licensing arrangements had either signed or were negotiating with prospects by the close of the exhibition.

Bostitch Division of Textron, Inc., signed orders for $2,700 and estimated $8-10,000 in additional sales for their motorized box and metal stitching machines.

Stud welding equipment was successfully demonstrated by KSM Division of Omark Industries, Inc., to the tune of $5,000 in immediate sales. As a result of the exhibition, they made contact and are negotiating with potential distributors in both Sweden and Norway. Additional sales of $40,000 are anticipated over the next year.

Continental Screw Co. is negotiating with four potential licensees to manufacture their "Tapite" thread rolling screws and "Powerlok" thread locking screws.

The Industrial Electronics Group of Hughes Aircraft Co. sold microcircuit welders valued at $5,000 and expect another $15,000 in sales over the next 12-months due to their participation in FASTENERS/USA.

Spraymation, Inc., took orders of $2,259 for their "Thermopulse" hot melt adhesive systems and estimated another $20,000 will be realized as a result of the Stockholm promotion.

Technical Tape Corp. officials sold $4,000 worth of their special purpose self-adhesive tapes, while estimating another $15,000 in sales based on contacts made during the Trade Center exhibition.

And 12-month sales of $50,000 are expected by three exhibitors as a result of their participation: Branson Sonic Power Co. for their "Sonifier" ultrasonic plastics assembly systems; Simmons Fastener Corporation for their quick locking mechanical fastening devices; and Tremco Manufacturing Co. for their sealants.

ONE OF 21 EXHIBITORS at the fasteners show was the Industrial Tape Division of 3M Co., which showed its "Scotch" brand tapes, dispensers, and other accessories to nearly 1,000 visitors at the show.

Fluid transfer, power equipment firms to aim at big German market with 1969 exhibition at Hanover

Commerce-sponsored show at annual trade fair to highlight U.S. advanced pumps, valves, and fittings needed by German industry

A group of enterprising American makers of pumps, valves and fittings will step up their export-selling efforts in the spring through a U.S. Department of Commerce-sponsored show at the International Industries Fair in Hanover, West Germany.

Buyers from all parts of the world are expected at the Hanover fair, set for Apr. 26-May 5.

The Department's Bureau of International Commerce has designed the U.S. show at Hanover to provide U.S. firms with a prime opportunity to bid for a bigger share of Germany's expanding market for fluid transfer and power equipment and to develop new customers from other nations.

Major expansion

Germany is in the midst of major economic expansion and greater productivity is being stressed. Investment in new plant equipment is heavy, particularly by such large users of pumps and valves as manufacturers of chemicals, petrochemicals, machine tools, and materials handling and construction equipment, and by food processors.

Total German imports of liquid pumps in 1967 amounted to more than $31 million, according to market studies made in Germany. American manufacturers supplied over 22% of the import requirements. German imports of all types of valves and fittings last year reached $43.5 million. U.S. companies furnished more than $9.9 million worth.

The German chemical industry has special interest in glass-lined valves, but studies show that it is ready to accept valves and fittings of steel, other metals, plastics and porcelain.

Germany's petrochemical industry needs ball valves for water treatment, waste and generation systems. It also seeks duplex strainers and filters for control systems of various types of automated machine tools.

Germany has a favorable market for small, lightweight, corrosive-resistant, vibration-free valves and components. Corner valves are in demand as space savers and to provide easy access for maintenance.

Germany has a good market for U.S. diaphragm pumps because of their high efficiency.

The availability of cheap liquid helium, a byproduct of natural gas, has created a demand for cryo-pumps. There also is a demand for reciprocating pumps, but economy is a key consideration. Studies point out that reciprocating pumps in high-capacity process engineering plants are expected to operate continuously for about 8,000 hours so they may be serviced at the same time as other components.

U.S. pumps with soft elastic displacing elements can be expected to find increased application in such industries as chemicals, pharmaceuticals, foodstuffs and shipbuilding.

The U.S. exhibition at Hanover is expected to attract a broad cross-section of European fluid transfer and power equipment manufacturers, users, agents, distributors and engineers. An intensive market development campaign already is underway by Commerce trade promotion experts emphasizing that equipment on display will be the newest and most advanced that American industry has to offer to the European market.

Past successes

U.S. makers of pumps, valves and fittings have scored numerous successes in past Commerce shows overseas. For example, the 38 U.S. firms in a show of fluid power equipment at the U.S. Trade Center in Frankfurt in September reported doing $49,000 worth of business at the show and projected follow-up orders of more than $1.6 million.

Thirty-three U.S. exhibitors at the Tokyo International Hydraulic and Pneumatic Machinery Fair in October 1967 sold $341,000 worth of machinery during the fair and estimated they would do an additional $3 million in new business in Japan within a year.

More details on the U.S. show in Hanover may be obtained from the Bureau of International Commerce (code 938), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-967-2800), or from any of the Department's Field Offices.

U.S. TRADE CENTER IN TOKYO recently featured a highly successful single-sponsor showing of a high velocity drying system designed for use by printing firms, exhibited by Overly, Inc., of Neenah, Wis. Discussing the advantages of the Overly drying system (below, left to right) are U.S. Ambassador to Japan U. Alexis Johnson; William F. Overly, president of Overly, Inc.; and Shoshichi Konishi, of Mitsubishi Shoji Kaisha, Ltd., one of Japan's major trading firms. The Japanese firm handled the sale of the Overly equipment displayed at the Trade Center to the Tokyo-based Toppan Printing Co.

BUSINESS VISITORS to the U.S. Exhibition examine products at Neptune Meter Co. booth (above left). International Research and Development Co. representative (above right) shows company literature to potential buyer. American Standard (below left) found an agent for Aeropax thermocouples.

Dutch exhibit brings sales for U.S. firms

American Standard's Aero Research Instruments Department, one of 38 U.S. firms exhibiting chemical, petrochemical, and pharmaceutical equipment in the U.S. Exhibition at the 1968 MACHEVO trade fair at Utrecht, Holland, got the show off to an excellent start by appointing a new agent on opening day, Oct. 16.

The marketing manager for American Standard attended the show, and supervised the signing of an Amsterdam firm as representative in the Netherlands for Aeropax thermocouples. American Standard's man at the show predicted that sales during the next year through the Dutch agent would top $180,000.

Total expected sales by all exhibitors as a result of their participation in the U.S. Pavilion at MACHEVO reached just short of $2 million, with sales contracts signed at the fair adding up to $106,000.

Of the nine firms which came to Utrecht seeking agents in Holland, five had completed agreements by the end of the show, and the others were still negotiating with applicants for agency rights.

The president of one U.S. firm attending the show concluded a successful joint venture arrangement with a Dutch firm, and called the results of the show "far beyond my original expectations." The Utrecht show marked this company's first venture into exporting.

Visitors who were registered at the U.S. pavilion as businessmen in the trades featured at the show totaled 1,750, with over 23,000 persons attending public hours.

U.S. AMBASSADOR to the Netherlands W. R. Tyler (at left in above right photo) discusses Vapor International products with company representative. Businessmen's lounge (below) was scene of negotiations.

Burgeoning demand seen in U.K. for advanced U.S. fluidic devices

Exhibition, concurrent symposium to show Britons theoretical, practical applications of new switching and fluidic techniques

A potential $10 million market for fluidic control devices will be the target of a sales exhibition and symposium to be held at the U.S. Trade Center in London, England, Apr. 14-18, 1969.

The show will give U.S. manufacturers of fluidics and advanced switching devices a good opportunity to display their products in a new and exciting market.

A symposium accompanying the exhibition will be held under the auspices of the National Fluid Power Association. Participants will discuss the theories, uses, adaptations and value of fluidic and switching devices since many of these products are technically advanced and represent new theories of application.

Market studies conducted in Britain show the U.K. market for fluidic devices is still in its infancy, but predict a tremendous increase in demand for these products as engineers and industrialists become more familiar with them.

Statistics reveal a growing demand for advanced switching devices. U.S. exports of these products to the U.K. are expected to top the $5 million mark in 1968.

Fluidic devices are in demand for use in a wide range of applications, from highly technical missile and computer controls to such every day products as an automatic washing machine.

Especially good sales prospects are reported for fluidic devices; actuators; solenoid and servoelectric controls; solid state, subminiature, microelectric, electromagnetic, electroproximity, and limit and transfer switches; and miniature, microminiature, reed, electronic, printed circuit, static, and stepping relays.

Participation in other Commerce-sponsored shows has led to increased export earnings for U.S. manufacturers of this type of equipment. Thirty-eight exhibitors in a fluid power equipment show at the Frankfurt Trade Center in September 1968 earned $49,000 in off-the-floor sales and estimate another $1.6 million sales in the coming year. Four firms signed six agents for continuing representation of their products in Germany.

U.S. firms entering the London show will benefit from a market development campaign already underway to attract engineers, scientists, researchers, industrialists, and commercial firms to see the latest developments in fluidic and switching devices on display at the Trade Center in this highly specialized show.

U.S. manufacturers interested in showing their products may obtain additional information from the U.S. Department of Commerce (BIC-932), Washington, D.C., 20230 (phone: Area Code 202, 967-3838) or from any of the Department's Field Offices.

Third International Congress for Plant Protection planned for October, 1969 in Milan

The Third International Congress for Plant Protection will be held in Milan, Italy, Oct. 6-8, 1969, and U.S. manufacturers of supplies and equipment in the fields of pesticides and other agricultural plant treatment items have been invited to send representatives to attend the congress.

Six general themes have been announced by the organizers of the meetings. They include:

The evolution of pesticides within the past ten years; the role of information and promotion organizations in the use of pesticides; current pesticides and their methods of application; insect pest control by chemosterilization and other advanced methods; protection of cereal stocks; and the necessity to coordinate the activities of the different organizations dealing with plant protection and the regulation of pesticide treatments.

Participants in the Congress will be able to present technical papers of interest to the field, and to take part in the discussions on problems in the pesticide area.

The official languages of the conference will be French, German, English, Spanish, and Italian, and papers may be submitted in any of the five.

Write: Italian Committee for Organization, Third International Congress for Plant Protection, Via Barberini 86, 00187 Rome, Italy.

Kinshasa International Fair to premiere in Congo capital for three weeks on June 30

The first Kinshasa International Fair will be held in the capital city of the Democratic Republic of the Congo next summer. The fair is being held under the auspices of the Congolese Government and is to "promote the development of commercial and cultural exchanges between the Congo and friendly countries." It will open on June 30, 1969 and run for three weeks.

The United States and a number of other countries will have national exhibits. The U.S. plan provides for joint government and business participation. A number of U.S. firms have already signified their intention to participate.

For firms interested in expanding their business in the Congo, and particularly for newcomer firms interested in getting a foothold in this growing market (see INTERNATIONAL COMMERCE, Nov. 25, 1968) the Kinshasa Fair should be an excellent sales vehicle. To get information on how your firm can participate in the U.S. national exhibit, **write:** Bernard Pollak, Jr., ICS/EP, United States Information Agency, Washington, D.C. 20547, or telephone: Area Code 202, DUdley 3-2866.

French establish trade fair promotion office in New York

The French Chamber of Commerce in New York has formed a new division, "French Trade Shows," which will promote commercial participation in numerous fairs held in France each year.

European countries have traditionally relied heavily on trade fairs to exhibit their latest goods and, more importantly, to attract overseas buyers.

The new office in New York will facilitate dissemination of information on upcoming shows to potential U.S. exhibitors at French fairs, and American buyers planning to travel to France to attend shows there will be assisted in completing documentation and travel arrangements.

Among the French trade fairs on the new office's special promotion list are nine Paris events and one each in Dijon and Grenoble, all scheduled during 1969.

The new center for trade fair information is one phase of a major French effort to increase trade with the United States.

Write: French Trade Shows, French Chamber of Commerce in the United States, Inc., 1350 Avenue of the Americas, New York, N.Y. 10019, or telephone Area Code 212, 582-4960.

VOLT AMPERAGE METERS were shown to German buyers by Amprobe Instruments' sales manager (above right). Cutaway compressors showed Liebert Corp. equipment workings at its booth (below left).

HUMIDIFIERS, AIRVENTS, AND TRAPS are inspected at Armstrong Machine Works stand (above right). Sales engineer at Chrysler Airtemp Division booth (below) discusses sale of heavy duty compressor.

Climate control show yields record sales report at Frankfurt

$190,000 off-the-floor result tops previous mark for single company

A record sales report from one exhibitor—$190,000 in immediate sales—established a new high for individual companies at the U.S. Trade Center in Frankfurt, Germany, during the show of climate control equipment held there, Nov. 4-8.

Sillcox Refrigeration Corp. was the exhibitor attaining the new high water mark in sales. Sillcox's representative at the show reported finding a ready market for the firm's Arkla line of air conditioning systems.

A Spanish customer purchased a carload lot—18 units—of the Arkla gas-fired air conditioning systems, valued at $22,000. Special Arkla air conditioning systems for computer rooms were sold to Finnish and Dutch buyers, totaling $18,000. The biggest contract was signed by Sillcox with its new exclusive distributor for the Arkla line in Germany. The agent's three-year agreement calls for him to purchase $150,000 worth of Sillcox products.

Eight of the exhibiting firms were trying their hand at the German market for the first time, and 14 participants were actively seeking new or additional representation in Germany and other European countries. Three agents were appointed during the show with another 55 agencies or distributorships still under negotiation.

Over 1,000 German businessmen were attracted to the Trade Center during the exhibition to see the products of the 32 U.S. manufacturers who took part in the show. A two-day symposium on climate control technology drew 250 industry officials to each session, and contributed to the numbers attending the show itself.

Exhibitors were highly impressed with the visitor turnout, and nearly all companies in the show commented favorably on the high level of trade attendance. The consensus at the end of the show was that another show along the same product lines within the next two years would bring many of the companies in as repeat exhibitors.

Total sales forecasts for the firms in the Frankfurt show totaled $1.66 million expected over the next year.

Milan Center to show U.S. items to meet Italian security needs

Industrial, public need to protect trade secrets, confidential information sparks demand for June exhibit of U.S. equipment

Italian business concerns and public organizations are becoming more and more aware of security problems involving physical property and sensitive information that have accompanied their economy's pacesetting growth among European countries.

U.S. manufacturers of industrial security, law enforcement and fire fighting equipment, whose modern concepts provide the capability for meeting these problems, can reach this receptive Italian market through an industrial and public security equipment exhibition at the U.S. Trade Center in Milan next June 12-16, sponsored by the U.S. Department of Commerce.

Display and demonstration of modern security devices during this show can provide a significant sales-building advantage at this time since most Italian users of security devices are not aware that U.S. equipment in this line is more advanced than most equipment now available to them. This point is made clear in Italian market data compiled by the Department's Bureau of International Commerce.

Market promotion campaign

Working in support of U.S. exhibitors, Commerce is following up its market research with an intensive promotion campaign carrying the message to prospective Italian customers that up-to-date American-made devices and systems can solve their security problems. Exhibitors also will benefit during the show from Trade Center staff assistance in agency finding, commercial information on customers, and local business procedures.

Market information reveals that the number of security-minded companies and executives is increasing rapidly in Italy, a trend influenced in part by the increased American ownership of European companies. Security practices that have relied heavily on the "man factor" are giving way to a sophisticated security systems approach for protection against fire, theft, industrial espionage, intrusion, forgery, and shoplifting.

A broad customer group exists in Italy among manufacturers, businessmen and private and public security officials for the following types of equipment: intrusion detection and alarm systems, remote control exit and entry systems, parking lot security equipment, personnel identification equipment and systems including laminators for identification cards, fire detection and alarm systems, communications equipment, electronic locks and lock systems, and security cameras, along with other advanced types of equipment for security purposes.

Innovations and advanced-design models of items generally considered to be "conventional" security equipment (gates, turnstiles, and fireproof cabinets, for example) have good sales possibilities. Also, police equipment falls within the scope of this exhibition.

Major market share

Although American suppliers encounter competition in many conventional lines of equipment from Italian and other foreign manufacturers, the opinion of many representatives of U.S. firms already established in the Italian market is that, with expanded sales promotion, all U.S. firms can expect to realize a major share of this growing market.

A similar Commerce-sponsored exhibition at the U.S. Trade Center in Frankfurt, Germany, earlier this year provided a good measure of current European interest in American-made security equipment. Twenty-nine U.S. exhibitors reported $332,000 in immediate sales for equipment on display at the April event, and they predicted another $2.7 million in show-related sales within one year, primarily in West Germany. By show's end two of the companies had signed a total of four agents, and agency agreement with 62 interested prospects remained in the negotiation stage with U.S. exhibitors.

U.S. manufacturers of security equipment seeking further information on the June, 1969, exhibition at Milan may contact the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: Area Code 202, 967-3968), or any of the local Commerce Field Offices throughout the country.

Padua, Italy, Fair to include various exhibition sections in show next May 29-June 9

Plans have been announced for the 47th International Padua Fair, which will be held in Padua, Italy, from May 29-June 9, 1969. U.S. manufacturers of products in the various fields to be exhibited have been invited to display their products by the fair management.

Main trade exhibit sections of the fair include: electrical apparatus (household appliances, radios, television sets, and sewing machines); hotel equipment, including bakery machines, laundry plants, and landscaping; furniture, including household and office furnishings, and office machines and equipment; building trades, featuring building machinery and equipment, prefabricated products, and heavy roadbuilding equipment; agriculture, including all types of farm machinery and supplies; foods, along with wines and confections; handicrafts and small inventions; clothing; and rail equipment.

Also planned for the Padua Fair are several special congresses and study days of interest to individual fields. The Italian National Refrigeration Congress and National Heating and Ventilating Congress will be held during the fair. Special feature days include Latin America Day, Foodstuffs Day, Poultry Day, and a study day on prefabrication. Several days will be devoted to studies on policies of the European Economic Community for encouraging trade with non-member countries.

At the 1968 edition of the Padua Fair, more than 3,500 exhibitors took part in the trade event, including some 1,100 from 50 foreign countries outside Italy.

Write: International Padua Fair, Padua, Italy, or contact any Italian consular office for further details on participation.

Bilbao fair dates switched

The Executive Committee of the Bilbao, Spain International fair has announced that, starting in 1969, the fair will be held July 1-12 of each year, rather than in August, as has been the case in recent past years.

The change in dates has been prompted by problems encountered in past years in drawing high participation and attendance at the fair during the middle of the traditional Spanish vacation season.

Bilbao has also been admitted recently to the Union of International Fairs, a long-time ambition of the fair management.

U.S. firms look to Italian market for vacuum, cryogenic equipment

Market surveys reveal needs for highly advanced instruments, controls, other items; Milan Trade Center exhibit set for May

The increasing demand for vacuum and cryogenic equipment in Italy has created an excellent market for American-made highly advanced vacuum equipment, controls and instruments, and air and gas separation plants.

U.S. manufacturers will have an opportunity to display their equipment in these fields to a select group of potential customers in Italy through a vacuum and cryogenic equipment exhibition at the U.S. Trade Center in Milan next May 22-26 under auspices of the Commerce Department's Bureau of International Commerce.

The showing will bring together an audience of qualified buyers and prospective agents, including key representatives of Italy's chemical, electronic, food processing and other industries that are heavy users of this equipment.

Best sales bets

Private market research conducted in Italy has identified U.S. equipment and components having particular interest. Among numerous items in each category are:

► Vacuum equipment—deposition systems, ultra-high vacuum pumps and rotary and diffusion high vacuum pumps, large vacuum pumps and control units and vacuum controllers, high vacuum optical spectrometers for the chemical and pharmaceutical industries, oil diffusion pumped vacuum evaporators, vacuum furnace systems, electron beam equipment, chart and electrostatic recorders, and environmental test chambers.

► Cryogenics—equipment and components for air separation plants, liquid oxygen plants, hydrogen recovery plants and for liquefaction of natural gas; high-purity methane plants; special heat exchangers; controls, recorders, analyzers for air separation and oxygen plants; cryopumps, cryo-refrigerators and refrigeration systems; cryogenic systems for electronics; low temperature thermometers and instruments, and cryogenic instrumentation and controls.

The recent market survey determined that Italian consumption had remained at a low level despite the rapid growth of Italian industry over the past decade but that increased capital goods investment in the past two years has spurred sales of high vacuum and cryogenic equipment.

For vacuum equipment specifically, Italian production is estimated at $4.8 million per year satisfying about 40% of total domestic demand. Based on 1967 figures, the United States supplied 25% of equipment imported to satisfy remaining requirements, with our chief competitors being West Germany and the United Kingdom.

The Milan exhibition will follow up on past sales successes of Commerce-sponsored shows abroad to promote U.S. vacuum and cryogenic equipment. The last show in Continental Europe, at the U.S. Trade Center in Frankfurt, Germany, in November 1967, prompted the 34 American exhibitors to predict sales of $1.8 million within one year as a result of contacts established during the exhibition.

U.S. manufacturers of vacuum and cryogenic equipment are encouraged to reserve exhibit space now for the May show, already the subject of an intensive market development program by the Trade Center staff to attract a prime audience of Italian buyers and agents. Companies may obtain further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: Area Code 202, 967-3944), or from any of the Commerce Field Offices throughout the country.

Two household shows set for Frankfurt debut in 1969

U.S. manufacturers marketing consumer goods in Germany may be interested in plans for a new Frankfurt show, under the name of "Hauswirtschaft '69" (Household '69), and a joint special show, "Bauen und Wohnen" (Housing and Living), both scheduled for Apr. 26-May 4, 1969. The sponsors plan to repeat these shows every year and to make them a consumer fair "for the entire family."

Products shown will be household and kitchen goods and appliances (electric and non-electric), foodstuffs and beverages (alcoholic and non-alcoholic), furniture, draperies, rugs, floor coverings, radio and television equipment, books and musical instruments, textiles and clothing, cosmetics, do-it-yourself equipment, toys, garden tools, and other items.

Bauen und Wohnen will show everything pertaining to housebuilding (except machinery) from prefabricated parts to flower windows, from heating systems to waste treatment. Another section will be devoted to travelling and recreation, showing holiday and sports clothes, tourist information, sports equipment, trailers and tents.

Closing date for applications is February 21, 1969.

Write: Hausfrauen-Verband Frankfurt/Main,e.V., 6 Frankfurt/Main, Eppsteinerstrasse 35, Germany.

Second Fishing Industries Exhibition set for next fall in Cape Town, South Africa

South Africa's Second Fishing Industries Exhibition has been announced for Oct. 20-25, 1969 by the sponsoring *South African Shipping News and Fishing Industry Review* and the South African Exhibition Organizers. The event will be held at Cape Town.

The fair, a repeat of a similar 1966 show, will again be a vertical exhibition focused on the display and testing of new fishing equipment, gear, and scientific aids. The exhibition will have the endorsement of all local fishing associations and related governmental organizations.

For U.S. manufacturers of fishing equipment interested in the South African market, the fair should be an excellent sales promotion vehicle. The sponsoring journal, the fishing industry's sole publication in South Africa, has predicted that this coming year, as in 1966, the single greatest area of interest at the fair will be electronic fish finding gear.

Other items thought to offer attractive export opportunities are processing plant equipment and machinery for preserving pilchards destined for onshore canning factories.

The 1966 edition of the show was attended by 10,600 commercial fishermen and others involved in fish processing and allied industries. Visitors came from Angola, South-West Africa, and Mozambique, as well as South Africa, covering much of the Southern African coastline.

Write: South African Exhibition Organizers (Pty.), Ltd., P.O. Box 3032, Cape Town, South Africa.

Major nuclear equipment exhibit to promote latest U.S. products at NUCLEX '69 fair in Basel

Outstanding success of U.S. show at last edition, in 1966, has already brought over 30 requests for 1969 display space

U.S. makers of nuclear equipment will be able to aim at a potential multi-billion dollar European market next fall when the U.S. Department of Commerce sponsors a major U.S. exhibition of American products at NUCLEX '69, the foremost international showcase for nuclear equipment, in Basel, Switzerland, Oct. 6-11, 1969.

Requests for space have already been received from over 30 American companies, many of which participated in the Commerce exhibition at the last NUCLEX in 1966, from which 61 U.S. firms rang up $4.3 million in sales during the following year.

The European market for nuclear equipment is steadily expanding and diversifying. The United Kingdom, France, West Germany and Italy have led the way in building nuclear power plants and in applying nuclear technology to a variety of projects in industry, agriculture, medicine and other fields. Sweden, Switzerland, Spain and other European countries have also embarked on ambitious peacetime nuclear programs.

It is predicted that by 1980 nuclear reactors will be supplying approximately 40% of German and 30% of Swedish power production. Similar trends are occuring elsewhere on the continent as atomic energy proves highly competitive from a cost standpoint, and coal, oil and other traditional fuels become scarce or their sources of supply grow increasingly unreliable.

The market for nuclear reactor generator stations alone is estimated at more than $2 billion over the next two decades.

U.S. manufacturers are in an excellent position to capitalize on this market. America's role in harnessing the atom for a host of peaceful purposes is widely recognized and admired. Many European atomic energy specialists were trained in the United States, and are familiar with U.S. equipment.

American exporters will have to go all-out to capture a large share of the European market, however. Manufacturers in other industrially advanced nations are well aware of the tremendous stakes involved. Britain, France and West Germany will also stage major national exhibitions at Basel next fall.

The Commerce exhibition at NUCLEX '69 will include the following equipment: reactors and systems, including all types of component parts; instrumentation, controls and scientific apparatus; technical equipment used in the expanding field of computers; equipment used in civil engineering; protective devices to maintain clean and sterilized rooms; particle accelerators and accessories; and equipment for the production of radioisotopes used in industry, biology, and health physics.

Technical meetings planned

Concurrent with the display of equipment at NUCLEX '69 will be technical sessions of international experts who will discuss a broad range of topics of interest to nuclear scientists.

U.S. firms participating in the Commerce exhibition will benefit from a full-scale market-promotion campaign designed to insure maximum attendance at the U.S. pavilion by foreign buyers, importers, representatives and licensees.

The Commerce Department has held a number of successful nuclear equipment shows in addition to the one at NUCLEX in 1966. Thirty-one U.S. exhibitors at a U.S. Trade Center show in Tokyo during November 1967 predicted first-year sales of nearly $1.7 million. Another 31 U.S. makers of nuclear equipment at a September 1968 U.S. Trade Center show in London expect to ring up over $1.4 million in first-year-sales.

U.S. nuclear equipment manufacturers interested in the Commerce Department exhibition at Basel may obtain further information from the U.S. Department of Commerce (BIC 946), Washington, D.C. 20230 (telephone Area Code 202, 967-5751) or from any of the Department's Field Offices.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on the spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion (BIC-922), U.S. Department of Commerce, Washington, D.C. 20230.

FIFTH INTERNATIONAL TRADE FAIR FOR HARDWARE, TOOLS, AND HOUSEHOLD GOODS, "INTERFEREX '68", BASEL, SWITZERLAND, Sept. 1-3. 1,268 manufacturers from 31 countries represented by some 1,000 exhibitors. 104 U.S. companies exhibited, all represented by local agents. Exact attendance not available, but total reported as being up from the last edition, in 1966. U.S. commercial officers in Switzerland call show a good base for sales of U.S. hardware and power hand tools meeting the specific requirements of the Swiss Electrotechnical Association. Next fair, Sept. 6-8, 1970.

STOCKHOLM TECHNICAL FAIR, STOCKHOLM, SWEDEN, Oct. 4-10. Products of 927 firms shown by 193 separate exhibitors, up by 120 firms from the 1967 total, but still far below the record 1,614 exhibits in 1966. Attendance 59,098, down considerably from 1967 (64,677) and 1966 (74,802). 102 U.S. manufacturers represented by Swedish agents. Best bets for U.S. sales seen as electronic components, controls, measuring and testing equipment, machine tools, and other specialized precision industrial equipment. Satisfactory U.S. sales reported by local agents. No firm date set for the 1969 edition yet.

INTERNATIONAL PLASTICS AND RUBBER EXHIBITION, "PLAST '68," MILAN, ITALY, Oct. 5-13. 800 exhibitors, including 250 from 12 foreign countries. Official visitor count 135,000, with 23,000 from outside Italy. American Consulate in Milan calls the show "highly recommended to U.S. firms seeking exposure in this area." Fair ran in conjunction with International Congress on Plastics Materials and Elastomers, and a plastics manufacturing equipment show at the adjacent U.S. Trade Center. Next edition, again at Milan, in 1972.

Worldwide Business Outlook pages 20-22

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: British Eagle, one of the largest independent airlines in the **United Kingdom,** suspended operations on Nov. 6. It was announced by the company that it would probably go into liquidation. Blame for the suspension of operations was placed on devaluation which increased costs, the $120 travel allowance and the general economic situation. The company had embarked on a cost reduction program earlier, but was unable to achieve the necessary savings in order to offset the deterioration of the airline's financial position. . . . Air-Shields, Inc. of Hatboro, Pa., plans to open a manufacturing plant for specialized medical and aircraft instruments at Guedingen (Saarland), **Germany.** Air-Shields chose Guedingen as the site for its operations because of its central location in the area of the European Community and its proximity to suitable transportation facilities. Another important factor was the availability of sufficient labor due to structural changes in the Saarland's coal mining industry. In setting up a production and sales subsidiary, the company intends to intensify and expand its relations to the Continental European markets. The new plant will supply all of the Common Market countries in addition to Austria, Switzerland, Spain, and Turkey. The Economics Minister of Saarland welcomed the decision of the American firm to establish a subsidiary in this area and emphasized the special importance of the research and development program in which Air-Shields is engaged, to the economic progress of the Saar district. . . . In the first ten months of this year, **Spain's** imports fell 0.8% from last year to $2,882 million; imports from the United States rose 3.1% to $501 million, accounting for 17.4% of the market ($486 million and 16.7% in 1967.) During the same period, Spain's exports rose 16.5% to $1,245 million; exports to the United States jumped nearly 45% this year to $227 million, accounting for 18.2% of the total ($157 million and 14.7% in 1967). . . . Dow Chemical Europa has announced plans to invest about $111 million over the next five years to expand its chemical complex at Terneuzen in Zeeland Province, **Netherlands.** The expansion will involve new factories for production of industrial solvents, agricultural chemicals and other synthetic chemicals. Now under construction at Dow's Terneuzen site are facilities for producing ethylene and other olefins and polyethylene. Dow also announced plans to build a plant at Stade in Germany for production of chlorine and lye. Plans have been announced for construction of a World Trade Center at Rotterdam to provide facilities for importers, exporters and others engaged in international trade, as well as trade library and exhibition space. Construction is scheduled to begin next year and to be completed in 1972. The Center will occupy a ten-acre site overlooking the Rotterdam harbor area.

Austrian optimism grows

Recovery from 1967 slump continues, but some areas of economy still lag

Austria's recovery from its 1967 slump continues. Although some parts of the economy have not yet joined the general forward movement and a number of special influences have blurred the overall picture, there seems little doubt that the economy as a whole is displaying considerably more vigor than it was a year ago.

The semi-annual Economic Trends Report from the U.S. Embassy in Vienna says that the Austrian Government's forecast of a 3.5-4% rise in the real growth rate for 1968 will probably be realized. This growth, combined with price increases of approximately 3%, will yield a nominal GNP on the order of $11.4 billion, or $1,500 per capita.

Better than 1967

This expansion compares quite favorably with the 2.5% achieved in 1967, when bumper crops saved the economy from a virtual standstill over the previous year. Austrian officials are predicting a 5% growth rate for 1969.

The major contributors to the economy's good performance are exports (up 8% over last year, based on first six months' figures), agriculture, tourism and, above all, industrial output, which expanded by 6% in the first six months of this year and by almost 10% in July/August.

The prospects of continued expansion, even though not shared in by all sectors, augurs well for U.S.-Austrian trade. For their part, the Austrians have made it plain that they intend to go after a larger share of the American market and have undertaken a campaign to sell $115 million a year (1967: $77 million) in the U.S. by 1970.

For the U.S. exporter, attention has already been drawn to the improved outlook for consumer goods (INTERNATIONAL COMMERCE, Oct. 7, p. 21). Current Austrian policies, combined with generally favorable trends, suggest additional areas where U.S. business might profitably explore.

A good example is advanced U.S. production equipment. The importance of accelerated industrial growth has been recognized by government and business alike in Austria. Since this expansion cannot be achieved by increasing the industrial labor force—local manpower reserves are almost exhausted—more emphasis must be placed on stepping up productivity. Relatively impressive progress has been made in this respect. However, the modernization of local plants remains one of

Austria's cuts clarified

The U.S. Embassy in Vienna has further clarified a statement made in the recent outlook article on Austria (*International Commerce* Oct. 7). The July 1 Kennedy Round cut referred to in the article covered only certain agricultural items and raw materials imported, for the most part, from less developed countries. The full Kennedy Round second cut will take place as scheduled on Jan. 1, 1969.

the foremost tasks facing Austrian entrepreneurs.

Rising interest in displays of advanced U.S. production equipment at events such as trade center shows of production equipment for the metal-working, plastics, and electronics industries reflects the newly stimulated desire for sophisticated labor-, time-, and cost-saving devices, production facilities, and data-processing equipment. At last, automation has made its appearance at the horizon of the Austrian industrial scene. Consequently, U.S. manufacturers in this field may expect greater acceptance of their products.

Another area worth looking into is joint ventures. The difficulty in financing R & D activities and a general trend toward international cooperation prompts Austrian firms to seek closer ties with foreign enterprises. While many of the firms looking for a foreign partner are primarily interested in broadening their financial base, there is also a growing number of companies seeking partners who can contribute technological, marketing, or managerial know-how.

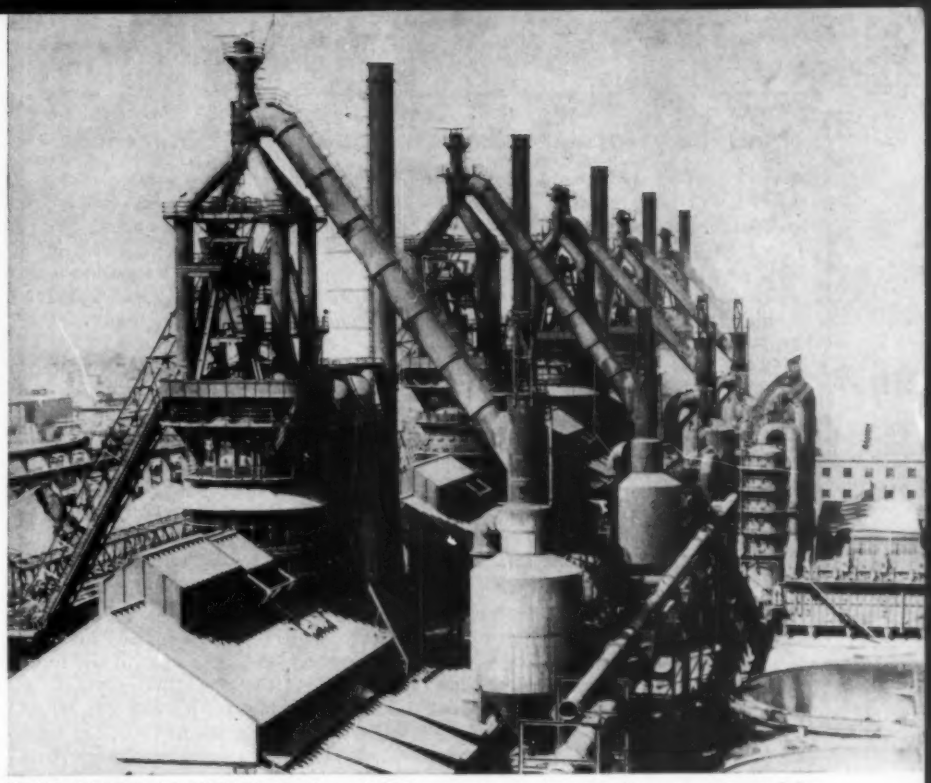
In this connection, Austrian firms have expressed a growing interest in joint ventures with U.S. companies, even though they are aware of present restrictions on dollar investments in Austria. The principal motivating force behind this interest is the expectation that U.S. manufacturers may wish to establish production facilities in Austria for easier penetration of EFTA and Eastern European markets.

Kennedy Round's impact

While the first tranche of Kennedy Round tariff cuts, implemented on Jan. 1, had no significant impact on U.S. deliveries to Austria—unilateral tariff reductions in effect at this time were fully charged against the Kennedy Round concessions—the second tranche, on Jan. 1, 1969, will benefit U.S. exports of a wide range of finished products to Austria, mainly consumer goods. It will further reduce the tariff burden on U.S. products and thus make them more competitive with duty-free EFTA deliveries.

A recent policy decision may favorably reinforce this development. The Trade Ministry has prepared a draft ordinance forbidding price recommendations for electric household appliances, water heaters, kitchen ranges, stoves, sewing machines, home entertainment equipment, detergents, toilet soap, tooth paste, paper napkins, canned fruits, vegetables, meats, and prepared meals, powdered soups, chocolate, fine bakery ware, fruit juices, soluble coffee, pasta, and skis.

This measure, supposed to become effective on Feb. 1, 1969, is expected to increase the competitiveness of the market for these products. It may help U.S. suppliers evaluate the competitiveness of their products more easily.



RISING INTEREST IN DISPLAYS of advanced U.S. production equipment reflects Austria's need for sophisticated items. This Voest steel mill helped develop the new Austrian steelmaking method.

In agricultural products, Austria's new licensing fee on vegetable oils has the effect of an 18% increase in ad valorem duty. Until and unless U.S. representations to remove this fee are successful, it will probably cut into our exports of soybean meal and peanut meal—both directly and indirectly (primarily through West Germany).

Despite the good crop year in grains, feed requirements will probably require coarse grain imports on the order of 400,000 tons, about 8% more than in 1966/67. These requirements may partially be met by U.S. suppliers, as will a slight increase in demand for tobacco. Otherwise, the U.S. position as a supplier of agricultural commodities will probably remain the same as it was last year.

Thus far this year both Austrian imports and exports have been about 8% higher than in 1967. This is a considerably higher level than authorities had expected. On the assumption that no serious impediment will prevent the further growth in production and trade, a recently published study by the Austrian Chamber of Commerce estimates that Austria's foreign trade volume will continue to increase handily during the next two years.

The existing trend in trade with EFTA and EEC countries is likely to continue, with trade with EFTA countries continuing to grow faster than trade with the EEC area. During the first eight months of 1968, imports from the EEC area were 7% and exports to this area were 5% higher than in the same period of 1967. The corresponding increases in imports from and exports to EFTA countries were 10% and 17%, respectively. As mentioned earlier, however, Austria feels that this trend will have a serious negative impact over the long run and is trying to alter it.

In the past months, Austrian exports to East European countries have been growing much slower than imports from that area. Consequently, the clearing deficit of these countries dropped remarkably from $17.6 million in August 1967 to $8.2 million in August 1968.

In its latest monthly report, the Austrian Institute for Economic Research assumed that the lower clearing debts on one hand, and the possibility for Austrian exporters to obtain longer-term export credits on the other hand, should permit an increase in Austrian exports to East European countries.

During the first eight months of 1968, Austrian imports from the United States were 6% higher than in the same period of 1967. Corresponding export data show a 23% increase. Annual Austrian exports

Machinery tops U.S.-Austria trade in both directions

Main Exports to U.S. (first half of 1968): Machinery and equipment, non-electric, 1,879 metric tons, valued at $5.4 million; apparel, 233 metric tons, $3.2 million; glassware, 164 metric tons, $3.1 million; machinery and equipment, electric, 369 metric tons, $2.3 million; road-bound vehicles, 2,683 metric tons, $2.5 million; steel bars and profiles, 7,649 metric tons, $2.1 million; textiles, 423 metric tons, $2.1 million; footwear, 245 metric tons, $1.4 million; man-made fiber, 3,462 metric tons, $1.4 million; sporting equipment, games and toys, 250 metric tons, $1.3 million.

Main Imports from U.S. (first half 1968): Machinery and equipment, non-electric, 2,237 metric tons, $8.5 million; basic chemicals, 6,763 metric tons, $2.7 million; feeds, 18,144 metric tons, $2.0 million; non-ferrous metal ores, 763 metric tons, $1.9 million; textiles, 842 metric tons, $1.7 million; plastic materials, artificial resins, 2,593 metric tons, $1.6 million; natural fertilizer, 82,530 metric tons, $1.5 million; machinery and equipment, electric, 168 metric tons, $1.5 million; photographic supplies, 211 metric tons, $1.2 million; silver and platinum, 16 metric tons, $1.0 million.

to the United States may be expected to reach about $92 million in 1968.

In agriculture, following a summer drought scare, overall crop production may come close to the record performance of 1967. This same prospect applies pretty much across the board—to grains, livestock and dairy. It is leading to serious surplus problems in two areas: pork and milk. The Government is studying a variety of measures to encourage greater consumption of these surpluses while satisfying other demands of farmers.

Some of these measures may have considerable impact on U.S. exports. For example, oil meals have been subject to a special import fee since last July. The fee is designed to discourage feeding of protein concentrates to dairy cows, with the proceeds going to subsidize surplus disposal schemes for dairy products. Despite U.S.-instigated consultations in the GATT on this action, the fee is still being collected and directly affects a U.S. export market involving some $3.5 million.

In addition, a draft bill has been presented to Parliament providing for a number of alterations to the package of marketing orders embodied in the present Market Regulation Act. If enacted as formulated, the proposed legislation would afford domestic livestock producers added protection from imports of lower priced red meats and poultry.

Meanwhile, U.S. exports of poultry are being kept relatively low via a discriminatory licensing requirement.

Production per workday went up by 4% during the first quarter of 1968 and by 6.8% during the second, as compared to zero per cent and 0.8% respectively in 1967. Concurrently, industrial productivity rose by an average of 9%.

Thus, with agriculture remaining at last year's high level, most of the country's expansion is due to the substantial improvement in the industrial sector.

As mentioned, other areas of the economy have not yet joined this upswing. The construction industry, for example, which was especially stagnant in 1967, continues to weaken. Building volume during the first half of this year was 2% lower than in Jan.-June 1967. Overall investments are down by the same percentage. This is particularly painful in the industrial sector, where it was hoped that stepped-up government financing from regular and contingent budget funds would have a stimulative impact.

Expansionary forces emanating from restocking of raw material and semi-finished product inventories have also not yet become operative. From all indications, the number of firms considering their stocks excessive has been increasing, with obvious adverse influences on manufactures of investment goods and raw material processors. Official circles are still optimistic that a pick-up in these areas will come about and are persisting in devising measures to encourage it.

Prices more stable

Prices, which went up by 4% in 1967, have so far shown a tendency to grow more slowly in 1968. Those hikes which have occurred reflect mainly increases in indirect taxes and in several officially controlled prices. It is thought that the wage increases negotiated over the past year have by and large balanced off those price rises which have taken place.

Purchasing power has thus been maintained, although another round of wage demands is already under way, this time by employees representing over one-third of the total dependent work force. Public servants will automatically get another step increase in the new pay scheme introduced in October and running until 1971. The Austrian Trade Union Federation's call for a reduction in the work week from 45 to 40 hours has prompted much public discussion. No one expects this change to take place all at once, however, so it may not have much impact on the economy in the months ahead.

Financial developments seem to be for the most part paralleling business activity. Despite the adoption of easier monetary policies last year (mainly in the form of a relaxation of minimum reserve requirements and a reduction of the bank rate to 3.75%—the lowest level in 13 years), credit expansion during the first nine months of 1968 has continued to decline and is about 7% below the corresponding period of 1967.

Concurrently, the annual rate of increase in total bank credit outstanding had narrowed to 8% by the end of September, compared to 11% in 1967 and 18% in 1966. This decline conceals a marked expansion earlier this year (10%) in consumer credits, much going to automobile purchases to beat the new special tax effective from Sept. 1 on newly registered cars. But the fact that most bank lending was for small- and medium-sized credits, while large loans rose only negligibly, supports the assumption that big non-government borrowers remain hesitant to undertake the risks of starting larger-scale investment projects.

Authorities are optimistic

Austrian authorities are bullish regarding future investment. To support their optimism they cite: the stimulative impact of the new boom in West Germany; the recent reorganization of the Austrian housing promotion system, and the slight improvement in earnings of private industry, assumed to have resulted from rising output and stable wage rates so far this year. Given the high level of liquidity, there should be no trouble financing an investment boom if it did occur. Moreover, a number of government measures are currently being planned to facilitate investment financing.

Austria inevitably feels the effects of economic ups-and-downs in the rest of Europe. Thus, to the extent that larger countries to the West, especially Germany, continue to expand, Austria will be positively affected, other things being equal. The trouble is, the Austrians are increasingly worried that other things are not equal. They are finding that although their exports to the EEC are rising, they are not rising as fast as their imports from the Six. This accounts for Austria's continued attempts to work out an association status with the Common Market.

Further French, German, British trade and tax measures detailed

New exchange controls in France, tax changes by Germans, import deposit requirements, exemptions in U.K. explained

As measures by France, Germany and the United Kingdom designed to strengthen the international financial and trade situation in the wake of the November monetary crisis continued to develop (see story in INTERNATIONAL COMMERCE, Dec. 2, page 11), further details were being supplied for the guidance of businessmen.

At this week's publication deadline Dec. 4, the following information was available:

1. **France**—In the wake of the recent monetary crisis, the French Government has adopted an austerity program which comprises severe budget cuts, tax changes, and the reimposition of exchange controls.

Exchange controls

The present foreign exchange restrictions are more stringent than the ones instituted last May 31 to stem the outflow of capital due to the general strike, which were later lifted on Sept. 4.

Regulations defining the newly reinstituted exchange controls appeared in the *Journal Officiel* of Nov. 25. Controls have been established on all transactions between France and foreign countries or between residents and non-residents in France. In order to implement the controls, all foreign exchange operations will be limited to banks. Thus, the decree lists the financial intermediaries which may act as agents of the Bank of France in all import and export payment transactions. The list comprises, in principle, all banks, French or foreign, operating in France or the overseas departments and territories.

In general, all current payments related to transactions in goods and services may be made freely through the authorized banks on the basis of a general authorization. In addition, the general authorization covers the payment of royalties, interest and dividends, and the repayment of loans. Regulations covering foreign investment in France remain essentially unchanged. The liquidation of such investment must fulfill the legal requirements of decree of No. 67-78 of Jan. 27, 1967, but the proceeds of liquidation are covered under the general authorization.

Direct investment abroad by French residents remains subject to a prior declaration to the Ministry of the Economy and Finance, as previously stipulated in decree No. 67-78.

A French importer may purchase foreign exchange for cash only after the imported goods have cleared the French customs and, at maximum, eight days before a payment is due as specified in the the contract. If the payment is made by a letter of credit, the foreign exchange may be purchased not more than eight days before the goods are scheduled to be shipped from the supplying country. On the export side, both merchandise exporters and all other residents receiving payments from abroad for services or any other transaction have one month delay from the date a payment is received before they must repatriate the proceeds and sell them on the exchange market.

With regard to foreign securities, both residents and non-residents holding foreign or French currency denominated securities in France are required to deposit them with an authorized bank. Only such banks may transfer the securities, either to residents or non-residents.

Travelers affected

Complex administrative regulations govern the financial affairs of travellers. Resident tourists traveling abroad may take out up to 200 francs and the equivalent of 500 francs in foreign currency, ($1 = 4.937 francs) if accompanied by a special declaration approved by an authorized bank. Business travelers may take up to 200 francs for each day with a maximum set at 2,000 francs or its foreign currency equivalent. On the other hand, foreign tourists or business travelers visiting France may import any amount of francs or foreign currency. However, they may take out only 200 francs in French currency and may convert the balance of francs into foreign currency up to an equivalent of 500 francs. They are also allowed to export travelers checks, letters of credit, foreign currency, and checks on foreign banks which they declared upon entry into France, provided they present at the time of exit a certified bank-record of all transactions in foreign currency (purchases or sales) during the stay in France.

French tax measures

Within the framework of this recently announced fiscal program aimed at strengthening its currency, France also promulgated on Dec. 1 increases in the rates of the value-added tax and concurrently eliminated a major payroll tax. The combined effect of these modifications is expected to help French producers to compete better in the domestic and foreign markets, as explained in last week's story.

While the rates of the value-added tax —which apply equally to domestic transactions and to imports at the border— have been increased, their commodity coverage remains unchanged. Also, exports continue to be exempt from the value-added tax. The rates of the tax are modified as follows:

- The normal rate of 20% which applies to all products not specifically subject to special rates or tax exempt, i.e. most industrial products, is increased to 23.5%.
- The rate of 25% levied on luxury products rises to 33.3%.
- The rate of 14.9% applicable to energy sources, forest products and selected food products goes up to 17.6%.
- The rate of 6.4% pertaining to most foodstuffs and agricultural products is increased to 7.5%.

Payroll levy changes

The payroll tax, which has been eliminated concurrently with the increase in the value-added tax, levied at the rate of 4.25% on salaries up to 30,000 francs yearly. On higher salaries an additional 8.5% was levied on the portion of the salary between 30,000 and 60,000 francs and 13.6% on the portion exceeding 60,000 francs. The average burden of the payroll tax heretofore borne by French firms is estimated by French sources at between 5% and 6% of the payroll.

Thus a French producer whose net wage bill represents, for example, 30% of his cost of production will have his cost of production reduced by about 1.7%. New price control regulations published on November 30 require that French manufacturers lower their prices net of of the value-added tax by an equivalent amount.

Information concerning the rates of the value-added tax applicable to specific commodities may be obtained by contacting the nearest Department of Commerce Field Office or the Office of International Regional Economics, Bureau of

International Commerce, Washington, D.C. 20230.

2. **The Federal Republic of Germany**—On Nov. 30, the German Parliament passed the final version of the new law affecting foreign trade. The provisions affecting imports are retroactive to Nov. 21; those affecting exports took effect upon promulgation of the law.

Under the new law importers may apply for rebates of 4% on imports subject to the 11% equalization tax and 2% on imports subject to the 5.5% tax rate. Otherwise, the provisions of the added-value (TVA) and equalization taxes still apply. The importer must pay the full equalization tax on the import and subsequently apply for the applicable rebate. When the item is sold by the importer, the full TVA tax will be charged.

In effect, the new law amounts to a direct bonus paid to importers. Whether the importer will pass on this benefit will depend on the competitive situation. In either case, the 4% "bonus" has an import-incentive effect.

German exporters who heretofore obtained a refund for the full 11% (5.5%) to which the good had been subject, now receive only a refund of 7% (3.5%).

German exporters will be required to add 4% or 2% (depending on whether the item bears an 11% or 5.5% domestic TVA) to their export selling price excluding TVA. The added charge must be part of the selling price and cannot be invoiced separately. For purposes of this regulation, the border price will not include inland transportation costs to avoid favoring producers situated closer to border shipping points. Prices charged to German subsidiaries abroad will be assessed on the basis of the market value for identical items; the agreed upon contract price will be the determining factor for outright export sales to other firms. Export goods contracted for prior to the promulgation of the new law are not exempted from its provisions. Thus, German exporters are in effect subject to an export tax of 4% (2%), that is, the refund on goods subject to a domestic 11% TVA rate will be 7%, and those subject to a 5.5% rate will be 3.5%.

The new law applies only to transactions in goods; services are not included. It is scheduled to expire on Mar. 31, 1970, but it may be suspended or the tax provisions may be reduced equally for imports and exports during the interim period by statutory decree of the government.

Agricultural products covered by the EEC Common Agricultural Policy regulations are specifically exempted from the provisions of the new law with two notable exceptions, durum wheat and rice. About 40 agricultural products not yet covered by CAP regulations will be favored by the law. Among the more important products are: tobacco (raw and manufactured), cotton and cotton linters, inedible tallow, hides and skins, dehydrated alfalfa, seeds, dry pulses, and natural honey.

3. **United Kingdom**—Details of the operation of Import Deposit Plan announced on Nov. 22 by Chancellor of the Exchequer Jenkins and put into effect on Nov. 27 have now been published by Her Majesty's Customs and Excise Office as Notice No. 481 (description of operation) and Notice No. 481A (list of goods not subject to Import Deposit).

The general outline of this plan (which requires that importers of manufactured goods deposit with Customs 50% of the value of goods before the goods can be released from the customs warehouse), appeared in last week's story. These deposits will be returned to the importer after 180 days.

Import deposit details

Among the points made in Customs Notice No. 481 are the following:

The import deposit must be paid at the time of entry, whether the goods are for use or for warehousing. It will be repaid, without application, at the end of the prescribed period.

The import deposit is not charged if the total value of the chargeable goods covered by the entry does not exceed £50. ($120).

Subject to certain conditions and limitations the following goods are relieved of import deposits:

Goods intended for use in shipbuilding, repairing or refitting.

Goods intended for use as components or parts of large aircraft.

Goods intended for export.

Spirits for use in manufacture.

Certain goods which qualify for import duty relief under Treasury Directions.

Goods reimported after undergoing approved process abroad.

Relief from import deposit must be claimed, and will be given, only at the time of importation. There is no provision for repayment of import deposit already paid on goods which have been exported on drawback, deposited in warehouse for exportation, etc.

The value for import deposit purposes is the same as that for any goods liable to an ad valorem duty, except that for goods entered for warehousing it is their value at the time of importation.

The import deposit is calculated by applying the rate to this value (exclusive of any duty or purchase tax), fractions of a pound in the result being disregarded.

The value for purchase tax when paid at importation does not include any import deposit paid.

Goods entered for warehousing before the commencement of the import deposit scheme are not liable to import deposit when delivered for home use.

After the commencement of the scheme, import deposit must be paid at the time of entry for warehousing unless the goods are entered for warehousing for exportation, or shipment as stores, or certain other purposes.

The import deposit is not chargeable on goods in transit or for transhipment.

Customs Notice No. 481A lists the goods exempt from payment of the import deposit. The complete list of exempt goods follows, in terms of the Customs Tariff in force on July 1, 1968, with the tariff heading given, then the title of tariff chapter, or summary description:

Chapter 1—Live animals; Chapter 2—Meat and edible meat offals; Chapter 3—Fish, crustaceans and molluscs; Chapter 4—Dairy produce; birds' eggs; natural honey; Chapter 5—Products of animal origin, not elsewhere specified or included.

Chapter 7—Edible vegetables and certain roots and tubers; Chapter 8—Edible fruit and nuts; peel of melons or citrus fruit; Chapter 9—Coffee, tea, mate and spices; Chapter 10—Cereals; Chapter 11—Products of the milling industry; malt and starches; gluten; inulin; Chapter 12—Oil seeds and oleaginous fruit; miscellaneous grains, seeds and fruit; industrial and medical plants; straw and fodder; Chapter 13—Raw vegetable materials of a kind suitable for use in dyeing or in tanning; lacs; gums, resins and other vegetable saps and extracts.

Chapter 14—Vegetable plaiting and carving materials; vegetable products not elsewhere specified or included; Chapter 15—Animal and vegetable fats and oils and their cleavage products; prepared edible fats; animal and vegetable waxes; Chapter 16—Preparation of meat, of fish, of crustaceans or molluscs; Chapter 17—Sugars and sugar confectionery; Chapter 18—Cocoa and cocoa preparations; Chapter 19—Preparations of cereals, flour or starch; pastrycooks' products.

Chapter 20—Preparations of vegetables, fruit or other parts of plants; Chapter 21—Miscellaneous edible preparations; Heading 22.10—Vinegar and substitutes for vinegar.

Chapter 23—Residues and waste from the food industries; prepared animal fodder; Heading 24.01—Unmanufactured tobacco; Chapter 25—Salt; sulphur; earths and stone; plastering materials, lime and cement; Chapter 26—Metallic ores, slag and ash.

Chapter 27—Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes; Sub-heading 28.01(B)—Bromine, Iodine; Sub-heading 28.04(A)—Silicon, Selenium; ex Sub-heading 28.04(B)—Tellurium; Sub-heading 28.05(A)—Mercury; Sub-heading 28.11(A)—Arsenic trioxide.

Heading 31.01—Guano and other natural fertilisers; ex Sub-heading 31.02(A)—Natural sodium nitrate; ex Sub-heading 31.03(B)—Basic slag; Sub-heading 31.04(B)—Certain mineral or chemical fertilisers, potassic; ex Sub-heading 31.05(A)(2)—Fertilisers consist-

ing solely of natural potassium nitrate and natural sodium nitrate.

Heading 32.01—Tanning extracts of vegetable origin; Heading 32.04—Coloring matter of vegetable origin or animal origin; Heading 33.01—Essential oils (terpeneless or not); concretes and absolutes; resinoids; Sub-heading 35.01(B)—Casein, caseinates and other casein derivatives.

Heading 35.02—Albumins, albuminates and other albumin derivatives; ex Sub-heading 35.03(B)—Edible gelatin, which is gelatin which conforms to the definition in the Food Standards (Edible Gelatine) Order, 1951, No. 1196 of 1951; Headings 37.04 to 37.07—Exposed film and plates; ex Sub-heading 38.03(C)—Flux calcined diatomite; Heading 38.05—Tall oil; Heading 38.06—Concentrated sulphite-lye.

Heading 38.07—Spirits of turpentine and other terpenic solvents; crude dipentine; sulphite turpentine; pine oil; Heading 38.08—Rosin and resin acids and derivatives; rosin spirit and rosin oils; ex Sub-heading 38.19 (IJ)(2)—Calcined bauxite; Heading 40.01—Natural rubber; Headings 40.03 and 40.04—Reclaimed and waste rubber.

Heading 41.01—Raw hides and skins; ex Sub-heading 41.02(A), Sub-heading 41.02(B)(2), Sub-heading 41.03(B), Sub-heading 41.04(B), Sub-heading 41.05(B)—Goods other than dressed leather.

Heading 41.09—Leather parings and waste; Heading 43.01—Raw furskins; Headings 44.01 to 44.12—Wood, not planed or further manufactured; Headings 45.01 and 45.02—Natural cork and waste cork.

Chapter 47—Paper-making material; Headings 49.01 to 49.07—Books, newspapers, maps, charts, manuscripts, typescripts, stamps, etc.; Sub-heading 49.09(A), Sub-heading 49.10(A)(1)—Trade advertising material stimulating travel abroad; Sub-heading 49.11(A)(2)—Trade advertising material stimulating study or travel abroad, or advertising exhibitions abroad; ex Sub-heading 49.11(B)—Less than full-size reproductions of articles falling within headings Nos. 49.01 to 49.07 or sub-headings 49.09(A), 49.10(A)(1), 49.11(A)(2), 49.11(C)(2)(a), 49.11(C)(2)(b); Sub-heading 49.11(C)(1)(a)—Certain photographic prints; Sub-heading 49.11(C)(2)(a)—Certain parts of books or booklets; Sub-heading 49.11(C)(2)(b)—Certain printed documents and diagrams.

Headings 50.01 to 50.03—Silkworm cocoons, raw silk and silk waste; Heading 53.01—Sheep's or lamb's wool not carded or combed; Heading 53.02—Other animal hair; Headings 53.03 and 53.04—Waste of sheep's or lamb's wool; Heading 53.05—Sheep's or lamb's wool, carded or combed.

Headings 54.01 and 54.02—Unspun flax and ramie; Headings 55.01 to 55.04—Raw cotton, linters and waste; Headings 57.01 to 57.04—Unspun hemp, jute and other vegetable textile fibers; Heading 57.06—Yarn of jute; ex Sub-heading 57.07(B)(2)—Yarn of coir.

Heading 57.10—Woven fabrics of jute; Sub-heading 58.01(A)—Hand-made knotted carpets, carpeting and rugs; Sub-heading 58.02(A)—Coir mats and matting; Sub-heading 62.03(A)—Used sacks and bags of jute; ex Sub-heading 62.03(B)—Sacks and bags of jute.

Chapter 63—Old clothing and rags; Headings 71.01 to 71.10—Pearls; synthetic and natural, precious and semi-precious stones and precious metals not fully manufactured; Heading 71.11—Waste and scrap of precious metals.

Chapter 72—Coin; Heading 73.01—Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms; Heading 73.02—Ferro-alloys; Headings 73.03 to 73.05—Iron and steel waste, scrap, shot, grit and powder; Headings 74.01 and 74.02—Copper matte; unwrought copper; copper waste and scrap; master alloys.

Heading 75.01—Nickel mattes; unwrought nickel; nickel waste and scrap; Sub-heading 75.05(A)—Unwrought electro-plating anodes of nickel; Heading 76.01—Unwrought aluminum and waste and scrap; Heading 77.01—Unwrought magnesium and waste and scrap; Sub-heading 77.04(A)—Waste and scrap beryllium; ex Sub-heading 77.04(B)—Unwrought beryllium; Heading 78.01—Unwrought lead and waste and scrap; Heading 79.01—Unwrought zinc and waste and scrap; Heading 80.01—Unwrought tin and waste and scrap.

Chapter 81—Tungsten, molybdenum, tantalum and certain other base metals; ex Sub-heading 88.02(B)—Aircraft of a maximum total weight exceeding 18,000 lb.; Sub-heading 89.01(A)—Ships of 80 tons gross or more; Sub-heading 89.01(B)—Certain fishing vessels; Sub-heading 89.02(A)—Tugs of 80 tons gross or more; Sub-heading 89.03(A)—Certain other vessels of 80 tons gross or more; Heading 89.04—Vessels for breaking up; ex Heading 92.12—Sound recordings, not produced in quantity and not for general sale.

Chapter 99—Works of art, collectors' pieces and antiques.

Study begun on tariff preferential system for emerging nations

Tariff Commission to examine effects on U.S. foreign trade

The U.S. Tariff Commission has initiated a study to determine the probable effects on American trade of a system of preferential tariff reductions applicable to the products of developing nations.

Some of the aspects to be considered by the Commission include a brief history of tariff preferences, an examination of existing preferential arrangements and possible new generalized preferential tariff reductions, and an analysis of the probable impact of such tariff preferences on U.S. imports and exports of the principal products which may be affected.

The Commission plans to release a preliminary report next year and will invite comments in response to the findings. Further pertinent information will be sought through questionnaires and correspondence and from testimony and other evidence which may be presented at public hearings. Due notice will be given of any hearing to be scheduled later.

Other Government agencies, including the Office of the Special Representative for Trade Negotiations, the Departments of State, Treasury, Agriculture, Labor, Commerce, and Interior, are expected to furnish additional information and assistance to the Commission.

In another study announced by the Tariff Commission, the effects on U.S. agricultural foreign trade of national and regional agricultural measures will be examined.

Interested parties wishing to submit information relating in any way to the studies should **write:** Donn N. Bent, Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

Capital spending in Canada expected to rise next year

Survey shows companies plan to expand such investment 8%

Canadian companies plan to spend C$5.2 billion in 1969 on new construction and machinery and equipment, up 8% from the spending estimated for 1968. In 1968, the same companies have increased their spending by about 2% over 1967.

These intentions were revealed in a survey of some 150 large companies in Canada, which account for about three-fifths of the total nonagricultural business investment in Canada. Past experience has shown that their investment plans reflect fairly closely the intentions of Canadian business as a whole.

Capital spending planned for 1969 in the manufacturing industry shows the most rapid increase, 14% over actual spending in 1968. Electric power companies also plan a significantly higher level of investment next year, 11% above that of 1968. More moderate increases are planned in the other major industry groups, ranging from 1% for mining companies to 5% for the oil and gas industry.

The capital spending plans covered in this survey relate to business investment only and exclude investments by government, house builders and institutions. These will appear in the regular annual report on the capital investment outlook.

Five World Bank loans totaling $117.8 million will aid projects in five developing countries

Largest is $50 million for Taiwan project; Colombian power, Guatemala schools, Tunisian ports, Pakistan roads also benefit

The World Bank has approved five loans totaling $117.8 million for electric power in the Republic of China and Colombia, education in Guatemala, ports in Tunisia and highways in Pakistan.

A $50 million, 25-year loan to the Taiwan Power Co. will be used in building the $89 million Tachien hydroelectric power development. The project is part of Taipower's eight-year $750 million expansion program to meet the needs of the rapidly growing economy, particularly of industry.

The project includes the construction of a thin-arch concrete dam in a narrow gorge about 54 miles upstream from the mouth of the Tachia River, a penstock, tunnels and an underground power station with a generating capacity of 234 megawatts. Also included is the construction of 177 miles of 345-kilovolt circuits with appropriate terminals from the station to the northern and southern load centers of Taipei and Kaohsiung, together with some lower voltage transmission lines and substation capacity.

The total cost of the project is estimated at the equivalent of $89 million. The Bank loan of $50 million will cover the foreign exchange requirements and the local currency costs will be met by Taipower. All contracts for civil works, electromechanical equipment and transmission works will be awarded after international competitive bidding. The power plant is expected to commence operations in mid-1974.

More power to Colombia

Another power loan, for $18 million to the Colombian firm Interconexion Electrica, S.A., will help to hook up the four regional power systems of Bogota, Medellin, Cali and Manizales. They supply about two-thirds of all power consumed in Colombia.

The project consists of the engineering and construction of three double-circuit 230-kv. steel tower transmission lines, having a total length of about 320 miles between Bogota-Manizales, Medellin-Manizales and Cali-Manizales. Four substations, with appropriate auxiliary equipment, will be constructed at locations suitable for linking up with the four regional power systems. Funds will also be provided for a study of accounting and pricing methods to assure a satisfactory pricing system for the sale of power, and for engineering studies of future investments in transmission and generating facilities of the interconnected system.

Major supplier countries have agreed to join the Bank in financing this project. The participating countries are Belgium, Canada, France, Germany, Italy, Japan, the Netherlands, Spain, Sweden, Switzerland, the United Kingdom and the United States.

The foreign exchange required for the project will be provided jointly by the Bank and financial institutions in the participating countries in which substantial orders are placed. The amount of joint loans from supplier countries will be known when contracts have been awarded after international competitive bidding, but indications thus far are that at least $3.4 million will come from this source.

The $6.3 million education loan to Guatemala will pay half the cost of constructing and equipping a school for the training of secondary school teachers and 15 general secondary schools, and an extension of the Technical Institute of Agriculture.

The total cost of the project is estimated at the equivalent of $12.6 million. The Bank loan will cover half the total. The Government of Guatemala will finance the remaining capital costs as well as annual recurrent costs estimated at the equivalent of $3.4 million. Procurement of goods and services will be on the basis of international competitive bidding both for building construction and the purchase of equipment.

An $8.5 million, 30-year loan to Tunisia's Office of National Ports (OPNT) will assist in the improvement of three of the nation's four major ports: LaGoulette, Bizerte and Sfax.

The project consists of: dredging entry channels, approaches and alongside bulk facilities at La Goulette and Bizerte to accommodate large bulk-oil and ore carriers; provision of a small suction dredger and attendant tug for maintenance dredging of OPNT's ports; provision of cargo handling equipment including tractors, forklift trucks and mobile cranes at La Goulette and Sfax, and the rehabilitation of seven 7-ton portal quay cranes at La Goulette; restoration of the island breakwater at Bizerte to assure adequate protection inside the harbor; and construction of a new bulk-grain berth and storage installation on the south side of La Goulette harbor.

The project is expected to take four years to complete at a total estimated cost equivalent to $10.7 million. It will be carried out by OPNT with the assistance of consultants. The Bank loan will finance the foreign exchange requirements and the local currency costs will be financed by OPNT. Contracts for procurement of equipment and execution of dredging and other works will be let on the basis of international competitive bidding.

Pakistan roads aided

The final loan, of $35 million, will help Pakistan finance the construction of two highways and a large bridge. The highways will run a total length of 170 miles through an area including some of the best agricultural lands and one of the most congested and heavily industrialized in West Pakistan. Both of the roads branch out from Lahore, the second largest city. One will connect with Lyallapur and the other with Sargodha; the latter includes the new bridge, across the Chenab River. Both roads will be two-lane but right-of-way will be obtained for the addition of more lanes.

Feasibility studies and detailed engineering designs will be undertaken for sections of the National Highway between Karachi and Lahore; a feasibility study will also be undertaken of the trunk road between Lahore and Rawalpindi. The three-year maintenance program includes the purchase of equipment and spare parts. With the exception of the transport coordination study, which will be undertaken by the Central Government with the assistance of consultants, all aspects of the project will be the responsibility of the Highway Department of West Pakistan.

The project is scheduled for completion by the end of 1971 at a total cost equivalent to about $75 million.

All necessary imports to be paid for with the World Bank loan must be procured through international competitive bidding.

Pakistan publishes aims of Fourth Plan; wants public debate

Official says move is designed for fuller popular participation

M. M. Ahmad, Deputy Chairman of the Planning Commission of Pakistan has released for public debate a 23-page document containing the social-economic objectives of his government's Fourth Five-Year Plan, to begin in July 1970. The Plan objectives have been approved by the National Economic Council.

The document lists four main priority sectors: agriculture, basic industries, development of human resources, and population control. It stresses the need for consolidating the impressive gains already achieved in these areas under the Second and Third Five-Year Plans.

The Fourth Plan envisages a balance between the rate of development in the agricultural and industrial sectors. Technology and mechanization are to be spread to small farmers and selective farm mechanization will be fostered. Industrially, priority will be given to expansion in the fields of steel, machinery, chemicals, fertilizers, natural gas, mining, agriculture processing and export industries.

In the 1960's about 15% of every additional rupee earned has been reinvested, Ahmad said, at a press conference in which he explained the Fourth Plan's objectives. As a minimum target of the Fourth Plan, 25% of additional national income may have to go into investment and development.

The objective to finance domestically almost 80% of the development effort by 1975 is in line with the government's emphasis on self-reliance.

These are some of the broad aims of the Fourth Plan, as listed in the document: (1) Encouragement of private interests to contribute to the development plans. "The government will give all possible incentives for the stimulation of private initiative," Ahmad said; (2) integration of defense industries with future development needs; (3) a phased introduction of social security and medical care for a growing segment of the population; (4) an expansion of universal free primary education, and (5) use of fiscal machinery to promote a better distribution of incomes and wealth.

This is the first time the objectives of a new Five-Year Plan have been presented to the nation for public debate. The basic aim of this experiment in debate, Ahmad said, is "to identify the hopes and aspirations of the people at all levels and to reach a national consensus on the economic and social objectives of the Fourth Plan."

Canada reminds importers of drug test requirements

The Canadian Department of National Health and Welfare has reiterated that no person who imports a drug in dosage form into Canada shall sell that drug unless each lot or batch has been tested in Canada by an acceptable method to ensure identity, potency and purity for its recommended use; or unless satisfactory evidence is presented to the Food and Drugs Directorate that each lot or batch has been adequately tested in the country of origin.

These requirements are contained in amendments to the Food and Drug Regulations as announced in Order-in-Council P.C. 1968-856, May 2, 1968.

A guide, now being prepared by the Food and Drug Directorate, will detail the information which Canadian importers will be expected to maintain in Canada on drugs produced in other countries.

After this guide has been distributed, the Directorate will initiate a program designed to evaluate the documentation maintained by importers on drugs produced in other countries, and offered for sale in Canada. However, importers have been advised not to file submissions concerning manufacturing facilities and controls of a foreign manufacturer until specifically requested to do so.

Indian plants inaugurated with foreign collaboration

India is experiencing an upsurge of new industrial activity in which at least four firms with foreign investment connections shared recently. Each of the four enterprises inaugurated a major new plant in November.

They included two in the Bombay area which are collaborating with American pharmaceutical companies, G. D. Searle and Pfizer; Hindustan Motors, assisted by General Motors in building a plant near Calcutta to produce engines for motor vehicles; and an Indian plastics firm which has established a polyethylene plant with the help of Hoechst, a West German manufacturer.

Turkey halts further '68 imports of items on Liberalized List

The Government of Turkey has announced that applications will not be accepted for the remainder of 1968 for imports on the Liberalized List. Imports coming in under this list are subject to ordinary commercial licensing but not to quantitative restriction.

The amount of foreign exchange allocated to such imports under the 1968 Import Program ($360 million) has been exceeded. Mounting applications for imports and a shortage of foreign exchange necessitated the Government's action.

Imports on the Liberalized List represent 42% of Turkey's total imports. Applications will again be accepted when the Government announces the 1969 Import Program on Jan. 4.

Asian Bank finances Taiwan highway feasibility study

The Asian Development Bank has agreed to assist a feasibility study of the proposed North-South Freeway in Taiwan from Keelung, a port in the extreme North, to Kaohsiung in the South—a distance of 400 kilometers.

The proposed four-lane freeway which will pass through the Western Plain of Taiwan is intended to facilitate fast- moving, long distance traffic and is divided into four sections.

Under the proposed technical assistance program, the Bank will finance the foreign exchange cost of the feasibility study of the complete freeway project, including if appropriate the detailed project preparation of the Northern section between Erhchung and Chungli.

W. Berlin gets housing loan

An agreement for a loan of $5 million by the First National City Bank of New York to West Berlin for use in the city's social housing program was signed last October. The credit has been extended for four years and is notable not only because it is the first such loan to Berlin by an American-owned bank, but also because the Bank did not require the guarantee of the Federal Government which has customarily been included in similar agreements involving loans to the city by German banks.

Applications filed for one foreign-trade zone, two subzones in Honolulu, Savannah

General purpose zone in Georgia to be warehouse space, subzone to be hydrocarbon processing facility; Hawaii subzone will have oil refinery

Applications have been made for the establishment of two foreign-trade subzones and one foreign-trade zone in Honolulu and Savannah.

A general purpose foreign-trade zone and a special purpose subzone in Savannah were proposed in an application filed with the Foreign-Trade Zones Board on Nov. 18.

The proposed general purpose zone consists of 10,044 square feet of warehouse space located at the Ocean Terminal, Savannah State Docks and Warehouses, and designated as Warehouse 6A. The total area of the proposed subzone is approximately 748 acres, of which approximately 270 acres are available for future expansion. The subzone is located on Hutchinson Island in the Savannah River where Tenneco Oil Company proposes to establish and operate a hydrocarbon processing facility subject to obtaining the necessary license or quotas from the Oil Import Administrator for the use of foreign crude oil.

The application was filed under the Foreign-Trade Zones Act by the Georgia Ports Authority, a public corporation. The Board, consisting of the Secretaries of Commerce, Treasury, and Army, is authorized by this Act to grant to public and private corporations the privilege of establishing, operating, and maintaining foreign-trade zones in or adjacent to ports of entry of the United States.

An Examiners Committee has been appointed by the Acting Executive Secretary of the Board to thoroughly investigate the application and report to the Board. A public hearing on the application will be held by the Examiners Committee beginning at 10 a.m., Thursday, Dec. 19, at the Federal Courthouse, U.S. District Court, third floor, Old Post Office Building Savannah, Ga.

The purposes of the hearing are to inform interested parties concerning this application, to afford them an opportunity to express their views, and to obtain information useful to the Examiners Committee.

Interested parties or their representatives will be afforded the opportunity to be heard at the hearing; they should file written request therefor by Dec. 11, and provide a written summary of their views regarding the application. Requests to be heard and written summaries should be directed to Mr. Bernard D. Levinson, Chairman of the Examiners Committee, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C. 20230.

A copy of the application and accompanying exhibits is available for public examination at each of the following locations:

- Office of the Director, U.S. Department of Commerce Field Office, 235 U.S. Court House and Post Office Building, 125-29 Bull St., Savannah, Ga.
- Office of the District Director of Customs, U.S. Custom House, 1-3-5 East Bay St., Savannah, Ga.
- Office of the U.S. Army District Engineer, 200 East St. Julian St., Savannah, Ga.
- Office of the Executive Secretary, Foreign-Trade Zones Board, Room 6827, Main Commerce Bldg., 14th St. and Constitution Ave., N.W., Washington, D.C.

A special purpose foreign-trade subzone in Honolulu was proposed in an application filed with the Foreign-Trade Zones-Board on Nov. 18.

The proposed subzone consists of approximately 120 acres located in Honolulu on the southwest corner of the island of Oahu on land owned by the Estate of James Campbell. The subzone site will be made available through a lease arrangement between the Estate of James Campbell and Hawaiian Independent Refinery. The latter proposes to operate an oil refinery on the site for the purpose of refining crude and unfinished petroleum oils.

The application was filed under the Foreign-Trade Zones Act by the State of Hawaii, the grantee of the present Foreign-Trade Zone No. 9 in Honolulu.

An Examiners Committee has been appointed by the Acting Executive Secretary of the Board to thoroughly investigate the application and report to the Board. A public hearing on the application will be held by the Examiners Committee beginning at 10 a.m., Thursday, Dec. 12, at the U.S. District Court, Federal Bldg., Richards and Merchant Sts., Honolulu.

Requests to be heard at the hearing and written summaries of views should be directed to Mr Milton A. Berger, Chairman of the Examiners Committee, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C. 20230.

A copy of the application and accompanying exhibits is available for public examination at each of the following locations:

- Office of the Director, U.S. Department of Commerce Field Office, New Federal Building, 450 Golden Gate Ave., San Francisco, Calif.
- Office of the Director, U.S. Department of Commerce Field Office, 286 Alexander Young Building, 1015 Bishop Street, Honolulu, Hawaii.
- Office of the District Director of Customs, Richards and Merchant Sts., Federal Building, Honolulu, Hawaii.
- Office of the Executive Secretary, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C.

Foreign-Trade Zones are currently in operation in New York City, New Orleans, San Francisco, Seattle, Toledo, Honolulu, and Mayaguez, Puerto Rico, and subzones for manufacturing are in operation in San Francisco and Penuelas, Puerto Rico They are areas within which United States customs laws governing the entry of admissible goods and payment of duty are not applicable.

Foreign and domestic merchandise may be brought into a zone or subzone for storage, processing, or manufacturing and subsequently exported to world markets or imported into U.S. customs territory. Merchandise is subject to applicable U.S. customs duties when it leaves the zone or subzone to enter U.S. customs territory.

U.S. Investment Guaranties cover Caribbean countries

The United States has recently completed a series of Investment Guaranty agreements with the Eastern Caribbean Governments of Barbados, Antigua, St. Lucia, Grenada, Dominica and St. Kitts-Nevis-Anguilla. The agreements will encourage U.S. private investment in these countries by offering protection against risks of expropriation, convertibility and civil disturbance.

German firm seeks to broaden activity

A manufacturer of telephone and other communication equipment, plus alarm systems seeks licenses to make the following types of electronic equipment: multicontact reed relays; electronic relay testing instruments; storage matrices with location electronics for electro-mechanical business machines; electronic measuring instruments for contact resistances; time meters with digit indicator tubes; and square-wave generators.

Established in 1914, the German firm reportedly has an extensive sales organization and distributes its products throughout Europe. Major customers include government enterprises and industry. Annual sales are estimated at $2.5 million and the German firm is said to be growing rapidly.

To obtain additional details U.S. firms should contact: Deutsche Fernsprecher Gesellschaft mbH, 3550 Marburg/Lahn, Frauenbergstrasse 25, Germany. WTD.

Canadian firm wants license for pollution control systems

A Montreal firm of consulting engineers seeks a license or other workable arrangement to produce, distribute and install pollution control systems.

The company is only interested in handling a complete range of pollution control equipment for air and/or liquid environments and seeks technical know-how from a U.S. firm. The Canadian company is prepared to contribute up to $1 million to the project.

Write: Hawes and Wright Ltd., P.O. Box 1386, Station B, Montreal, Quebec, Canada. WTD.

Haitian manufacturer seeks production rights

A Haitian firm is interested in joint venture or licensing arrangements from American firms to produce or assemble suitable goods for export to the United States market.

Write: Serge Gaillard, Enterprise Caribe Commerciale, P.O. Box 674, Port-au-Prince, Haiti. WTD.

Congolese tea planter looking for U.S. partner

The Niabura Tea Plantation & Industrial Co. (Italian owned) with its own tea factory of ninety tons per month capacity is looking for an American partner.

The new capital investment is intended for expansion of the planted area to permit the three-year-old factory to operate at full capacity.

Write: Mr. G. Lauro, B. P. 173, Goma, Kivu Province, Democratic Republic of the Congo. WTD.

Spanish firm interested in structural clay items

A Spanish firm engaged in the production of structural clay products, mainly floor, wall bricks and tiles, is interested in licensing proposals from U.S. firms. The firm is looking for processes available for coloring bricks used in lining facades of buildings. This process could include the addition of certain colored products or pigments to the clay from which the bricks are made, or any other process available to produce these colors.

Write: Mr. Pascual Vila Mas, Ceramica Albacetense, S.A., Cervantes 2, Albacete, Apartado de Correos No. 124. WTD.

Portuguese wants license to manufacture frits

A leading Portuguese chemical firm seeks a license and machinery to produce frits (vitreous enamels) in Portugal.

The firm, now producing a wide range of pigments, resins, adhesives and other organic and inorganic compounds, wants to incorporate the frits production into a plant now manufacturing red lead and litharge.

Write: Estabelecimentos J. C. Andrade & Ca., S.A.R.L., 136-164 Rua de Grijo, Oporto, Portugal. WTD.

Dutch producer requests licensing arrangements

A Netherlands bakery is interested in entering into licensing arrangements with an American manufacturer of biscuits, brownies and similar cake specialties suitable for large production.

Write: Th. Swart & Zn. N.V., 31-39 Prinsenstraat, P.O. Box 85, Zaandam, The Netherlands. WTD.

French producers look for U.S. licenses

Interests range from heating equipment to steel ships

Two French firms seek U.S. licenses to expand and diversify into other fields.

- A Large French producer of heating and ventilating equipment seeks **licenses or similar agreements to manufacture related products in order to increase and diversify its activities.**

Currently, the firm fabricates residential and industrial oil burners, steam boilers, thermal units, ventilating apparatus, boiler feed pumps, electric heating units and related equipment.

The company has about 500 employees and maintains branch offices in several French cities.

Write: Mr. Alfred Parent, Dir. Gen., Etablissements Parent, Boulevard du Midi, 47 Nerac, Lot-et-Garonne, France. WTD.

- A French firm engaged in the production of cold rolled mild steel strips, hard and special steel strips, and hard steel wire, **would like to manufacture compatible products under U.S. license.**

Write: Etablissements Paturle, 38 St-Laurent-du-Pont, France.

Expansion of product lines sought by Swiss companies

- A Swiss company known for its high quality products wants **licenses to manufacture U.S. heating, ventilating and air conditioning equipment and apparatus.**

The firm, with over 300 employees, now concentrates its efforts in the oil-heat area, producing burners, regulators, meters, pumps and related fixtures. It exports meters to 18 countries in Europe and elsewhere.

Write: V. Glutz-Blotzheim Nachfolger AG, Segetzstrasse 13, 4500 Solothurn 1, Switzerland. WTD.

- A leading Swiss paper mill seeks a **license to manufacture paper, paperboard, pulp products and other advanced materials utilized in the packaging industry.**

The firm, which reports annual sales of about $10 million is well known to the Swiss printing and packaging industries.

Write: Baumgartner Papiers S.A., Place de la Gare 10, 1001 Lausanne. WTD.

India revises mining equipment standards

The Indian Government has approved a measure upgrading India's flameproof electrical mining equipment standards and recognizing underground coal mining equipment permissibility standards employed in the United States.

This action reduces to a minimum the modifications a U.S. manufacturer would be expected to make on his equipment to gain Indian Government acceptance.

The measure is included in the final draft of the Indian Standard Specification for Flameproof Enclosures of Electrical Apparatus (a revision of IS: 2148-1962), which relates to equipment used in mines and other places where flammable gases may exist.

The new standards may not become available in published form until after Jan. 1, 1969. However, a limited number of copies of the final draft are available to interested parties from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230. Telephone (Area Code 202) 967-5566.

Small aircraft venture requested by Indonesian

An Indonesian manufacturer is seeking a joint venture with a U.S. firm to produce small aircraft.

The firm, which currently has a small plane manufacturing operation, is interested in making a specifically designed agricultural aircraft, plus utility aircraft for both passengers and cargo.

The company has a factory of approximately 100,000 square feet located at Bandung and employs nearly 500 persons.

Write: Lembaga Industri Penerbangan NURTANIO (Nurtanio Aircraft Industry), Husein Sastranegara Air Base, Bandung, Indonesia.★

Gantry cranes distribution sought by Italian firm

An Italian producer of lifting equipment wants to represent a U.S. manufacturer of portable gantry cranes for handling shipping containers.

The Italian company would be interested in manufacturing the cranes under license at a later date. The cranes would be distributed in Italy and other European countries.

Currently the Italian firm makes cranes, hoists and related lifting equipment. The company operates its own foundry, and employs about 300.

Firms interested in obtaining additional information should **write:** Italian Trade Commission, 2 Penn Center Plaza, Suite 1401, Philadelphia, Pa. 19102.

Swedish firm seeks license to make cleaning equipment

A Swedish manufacturer with experience in metal finishing as well as industrial plastics seeks U.S. licenses to produce the following types of equipment: sweeping machinery for streets and highway cleaning; institutional cleaning equipment; waste collection containers-outdoor type; waste destruction equipment and air and water cleaners and filters.

The firm, established in the Swiss and world markets for over 70 years, has sufficient financial and technical resources for the planned diversification.

Firms interested in obtaining additional information should **write:** AB Husqvarna Borstfabrik, S-561 01 Husqvarna, Sweden. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

U.K. firms want licenses to make industrial items

● Babcock and Wilcox Ltd., a well established firm producing a wide range of heavy machinery for the United Kingdom, now seeks licenses to produce plastics working machinery including extruding and injection molding machinery.

The company, established in 1890, has seven subsidiaries and branches throughout the United Kingdom and produces such diversified machinery as boilers, nuclear power plants, mechanical stokers, cranes, conveyers and other related items.

For further details **write:** Mr. A. C. McHarg, New Products Manager, Babcock & Wilcox (Operations) Ltd., Dalmuir, Scotland. WTD.

● A manufacturer of chocolate and confectionery for over a hundred years seeks a license from an American company for molded chocolate blocks, bars, chocolate novelties and coverings.

Write: W. S. Shuttleworth & Co., Ltd., Spa Works, Galleywall Rd., London, S.E. 16, England. WTD.

Thai Board of Investors publishes new journal

The Investor, a new business and economic review published by Thailand's Office of the Board of Investment, makes its first appearance this month. The monthly journal will contain articles of regional and international scope as well as information on investment opportunities in Thailand. Subscriptions, at $4.75 per year plus international mailing cost, are available from Siam Publications Ltd., P.O. Box 2/150, Bangkok. Advertising will also be accepted.

With one of the healthiest economies and most favorable business climates in Southeast Asia, Thailand offers special incentives to both foreign and domestic investors. Over 170 types of industries have thus far been designated eligible for promotion privileges under the Thai Promotion of Industrial Investment Act.

Investment incentives include: exemption from import duties on equipment needed for the new enterprise; a five-year income tax holiday; reduction of import duties on needed raw materials; guarantees on foreign exchange remittances and expropriation; and other incentives that are either automatic or granted upon approval by the Board of Investment. More details are available from The Far East Div., Bureau of International Commerce, Dept. of Commerce, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

203 Canning, preserving foods

FINLAND—California fruits, vegetables. Oy H. Reincke & Co. Ab (agent), I. Roobertinkatu 1 A 1, Helsinki 12. WTD 11/68.

211 Cigarettes

SWITZERLAND—Cigarettes, all kinds. Ch. Margot & Cie SA (exporter, agent), Margotabac, Bellefontaine 6, 1000 Lausanne. WTD in preparation.

212 Cigars

SWITZERLAND—All kinds of cigars. Direct purchase and agency. Ch. Margot & Cie SA (exporter, agent), Margotabac, Bellefontaine 6, 1000 Lausanne. WTD in preparation.

213 Tobacco, snuff

SWITZERLAND—All kinds of chewing, smoking, snuffing tobacco products. Direct purchase and agency. Ch. Margot & Cie SA (exporter, agent), Margotabac, Bellefontaine 6, 1000 Lausanne. WTD in preparation.

221 Broad woven fabric mills, cotton

MALAWI—Blankets, colored cotton textiles, lower price brackets. Prices in £ sterling requested. M. F. A. Karim Bros. (wholesaler, retailer), P.O. Box 1, Champira. WTD 11/68.

222 Broad woven fabric mills, manmade fibers, silk

MALAWI—All types lower grade textiles, colored, plain. Prices in £ sterling requested. M. F. A. Karim Bros. (wholesaler, retailer), P.O. Box 1, Champira. WTD 11/68.

223 Broad woven fabric mills, wool

MALAWI—Wool blankets. Catalogs, prices in £ sterling requested. M. F. A. Karim Bros. (wholesaler, retailer), P.O. Box 1, Champira. WTD 11/68.

224 Narrow fabrics, other smallwares mills

SWEDEN—Cord fabrics other textiles for rubber industry. Trelleborgs Gummifabriks Aktiebolag (manufacturer), S-231 00 Trelleborg. WTD 11/68.

229 Textile goods

SPAIN—Waste textiles. Pedro Martinez Cano, S.A. (importer, exporter), Ronda 25-27, Alcira, Valencia. WTD 9/68.

232 Men's, youths', boys' furnishings, work clothing

MALAWI—Dress and sport shirts, slacks, pants; plain and colored. Catalogs, prices in £ sterling requested. M. F. A. Karim Bros. (wholesaler, retailer), P.O. Box 1, Champira. WTD 11/68.

234 Women's, misses', children's, infants' undergarments

SWITZERLAND—Corsets and all kinds of women's, misses' underwear. Direct purchase and agency. Koller Engros SA (exporter, agent), Waaggasse 6, 8001 Zurich. WTD in preparation.

238 Apparel, accessories

NETHERLANDS—Plastic and nylon waterproof outerwear, baby pants. Joga Plastics N.V. (manufacturer, importer), 579 Prinsengracht, Amsterdam. Attn: Mr. S. Zegerius. WTD 11/68.

SWITZERLAND—Women's house coats, all kinds; bathrobes. Direct purchase and agency. Koller Engros SA (exporter, agent), Waaggasse 6, 8001 Zurich. WTD in preparation.

242 Sawmills, planing mills

ARGENTINA—Used red or yellow pitch pine to be used for flooring. Estimates annual importation of about 3 to 4 million sq. ft. Requests replies in Spanish. Aulet S.A. (importer), a/c Alejandro Calado, Entre Rios 1049—Local 1, Buenos Aires. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood between three and 22 millimeters thickness. Loire Materiaux (whole-

saler, importer, agent), 16 Rue Mathourey, 42 Saint-Etienne (Loire). WTD 11/68.

249 Wood products

FRANCE—Varnished decorative wall panels. Loire Materiaux (wholesaler, importer, agent), 16 Rue Mathourey, 42 Saint-Etienne (Loire). WTD 11/68.

251 Household furniture

JAMAICA—Metal frames for hide-a-way or fold-a-way beds (sofa beds). Caribbean Upholstering Co. Ltd. (manufacturer), 2 South Odeon Ave., Kingston 10. WTD 11/68.

262 Paper mills, products

SPAIN—Waste paper. Pedro Martinez Cano, S.A. (importer, exporter), Ronda 25-27, Alcira, Valencia. WTD 9/68.

SWITZERLAND—Special papers for graphic arts. Direct purchase and agency. Baumgartner Papiers SA (manufacturer, distributor), Place de la Gare 10, 1001 Lausanne. WTD 10/67.

281 Industrial organic chemicals

● **CEYLON**—Supply of 7,000 imperial gallons of heavy duty hydraulic brake fluid, conforming to specification SAE 70 R3 (to be supplied in non-returnable five- to six- gallon steel containers securely sealed). Bid deadline, Dec. 20. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo 5.★ (202 967-2067).

SWEDEN—Rubber processing chemicals. Trelleborgs Gummifabriks Aktiebolag (manufacturer), S-231 00 Trelleborg. WTD 11/68.

282 Synthetic materials

SWEDEN—Synthetic rubber. Trelleborgs Gummifabriks Aktiebolag (manufacturer), S-231 00 Trelleborg. WTD 11/68.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Cosmetics, toilet articles. Exclusive distributorship. Kennemer Handel-Maatschappij N.V. (importing distributor), 145 Hogeweyselaan, Weesp. WTD 11/68.

THAILAND—Complete line of low price women's cosmetics in bulk for local packaging. Samples, shade cards, export price list requested. The Siamswiss Intrac (importer, distributor), 127/13 Soi Kietikul, Petchburi Road, Bangkok. WTD 6/68.

289 Chemical products

IRAN—Water treatment compounds. Direct purchase and agency. M. D. Alishan (importer), 102 Sepahbod Zahedi Ave., Tehran. WTD 7/68.

301 Tires, tubes

TANZANIA—Truck tires. C.i.f. prices requested. Direct purchase and agency. Bhanji Thakershi & Sons (importer, agent), P.O. Box 53, Musoma. WTD 11/68.

313 Boot, shoe cut stock, findings

ISRAEL—Cut stock and findings for boots, shoes to be used for manufacture of inner soles (complete with iron and fiber). Eliahu Cohen (importer, wholesaler, manufacturer), 43 Hahalutzim St., Tel Aviv. WTD 10/68.

322 Glass, glassware

GERMANY—Raw materials for thermometers; cylinder capillary tubes made of glass with precision bore. Arno Amarell (manufacturer, exporter, importer), 698 Wertheim a. Main, Postfach 140. WTD 11/68.

331 Steel mill products

● **KENYA**—Steel clip bolts and nuts 200,000, ⅞" diameter; steel rail clips, 200,000, clips K. Tender #IND.5008/68; bid deadline Dec. 21. Tender documents available from The Overseas Purchasing Division, East African Railways and Harbours, 4 Millbank, London S.W.1. East African Railways and Harbours, Chief Supplies Officer, P.O. Box 30540, Nairobi.

335 Rolling, drawing, extruding of nonferrous metals

● **CYPRUS**—Manufacture, supply and delivery c.i.f. Famagusta, Cyprus of various sizes of copper conductor cables, belted type, paper insulated, lead covered and steel tape armored and served, totaling 53,300 yds. and copper conductor cable PVC insulated and sheathed single wire armored and PVC sheathed totaling 10,000 yds. Bid deadline Dec. 31. Tender documents £5 for a set of four. Contact The General Manager & Chief Engineer, Electricity Authority of Cyprus, P.O.B. 1466, Nicosia, Cyprus.

● **THAILAND**—Aluminum conductor, seven strand, polyethylene covered, 700,000 meters, three sizes. Tender No. MEA-PSD-142 deadline Jan. 6. Purchase and Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.★ (Telephone: 202-967-4579).

342 Cutlery, hand tools, general hardware

GERMANY—Saw blades for all types of sawing machines. Petzing & Hartmann (manufacturer, exporter), 3500 Kassel-Bettenhausen, Leipziger Str. 158-168. WTD 12/67.

343 Heating apparatus, plumbing fixtures

GREECE—Warm-air furnaces; unit heaters; oil burners, other central heating equipment. Requests c.i.f.-Piraeus price quotations. A. N. Canacaris—Heating and Air Conditioning (importer, distributor, sales agent), 6 Vissarionos St., Athens 135. WTD 10/68.

349 Fabricated metal products

JAMAICA—Metal frames for reclining television chairs. Caribbean Upholstering Co. Ltd. (manufacturer), 2 South Odeon Ave., Kingston 10. WTD 11/68.

351 Engines, turbines

PAKISTAN—Heavy duty outboard units of rudder propeller type with bridge control propulsion and steering. Catalogs, price lists requested. Pakistan River Steamers Ltd. (passenger, cargo carrier), 30 R. K. Das Road, Netaiganj, P.O. Box 69, Narayanganj, Dacca. WTD in preparation.

Requests quotations, pertinent literature concerning: marine diesel engines, connected with variable speed gear box and reversing clutch system and parts thereof; marine diesel outboard engines, having bell-type self-cooling (water) system and of hp and rpm ranges of 4-24 hp and 1000-3000 rpm respectively. M. A. Rauf and Co. Ltd. (importer), Attn: Mr. S. M. Nazir, Managing Dir., P.O. Box 823, 10 Brandreth Road, Lahore. WTD in preparation.

THAILAND—Diesel engines, air-cooled or water-cooled, stationary or portable, under 8 hp. Catalog, specifications, c.i.f. Bangkok prices. Direct purchase and agency. Term Engineering Co., Ltd. (importer, distributor), 302/2 Therd Thai Road, Bangyee Rua, Thonburi. WTD 3/68.

354 Metalworking machinery

GERMANY—Gas welding, cutting apparatus; prefers most recent technical developments. Direct purchase and agency for Europe. Peter Goerres K.G. (manufacturer, distributor, exporter, importer), 6 Frankfurt/Main 74, Postfach 740144. WTD 12/67.

Precision machine tools, especially chip detaching tools, precision measuring tools. Direct purchase and exclusive agency. Precima Import-Export GmbH (wholesaler, importer, exporter), 6 Frankfurt/Main, Lange Str. 20. WTD 11/68.

FRANCE—Electric powered wood working hand tools. Direct purchase and agency. Firm also interested in obtaining licensing rights for such tools. Avodec, S.A. (manufacturer, wholesaler), 67 Thal-Marmoutier. WTD 11/68.

SWITZERLAND—All kinds of small power driven wood, metalworking handtools. Direct purchase and agency. Requests replies in German. Mapex AG (exporter, agent), Mr. E. Kuenzi, 6074 Giswil/OW. WTD in preparation.

355 Special industry machinery

JAPAN—Foundry machinery and equipment: tumbling mills; molding sprue cutting, core making and crushing, sand ramming, handling machinery. Direct purchase and agency. K. K. Yoshida Tekkosho (manufacturer), 8-go 19-ban, Higashinamba-cho, Amagasaki (P.O. Box 660, Amagasaki). WTD 11/68.

GUATEMALA—Low-volume egg packaging machinery capable of inserting eggs in one-dozen (two rows of six) paper cartons. Requests replies in Spanish. AMA-Avicultores de Mixco Asociados (poultry producer), Apartado Postal 1457, Carretera Roosevelt 34-24, zona 7, Guatemala City. WTD in preparation.

UGANDA—Manual, portable, brick-making machines. Mr. D. C. Frederickson, Dept for Cooperative Development (government agency), P.O. Box 3585, Kampala.

● **URUGUAY**—Grain conveying machinery

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and equipment, 350 tons per hour capacity, to move grain from boats to silos and from silos to trucks or vice versa; and eight bag filling machines with automatic or manual scales. Bid deadline Dec. 20. Ministerio de Ganaderia y Agricultura Asesoria Tecnica, Calle 25 de Mayo 306, Montevideo. Specifications available in Spanish.★ (Telephone: 202-967-5585).

356 General industrial machinery

● **ARGENTINA**—Purchase, installation and start-up of six feed pumps for two steam boilers to be installed in the 9 de Julio power plant in Mar del Plata, Province of Buenos Aires. Tender No. 136/68, bid deadline Dec. 23. Copies of conditions and technical specifications can be obtained for $35.00 from Aqua y Energia Electrica, Lavalle 1554, Buenos Aires.

358 Service industry machines

GREECE—Water-cooled air-conditioning units (for use with cooling towers); self-contained central air conditioning units; window air conditioners; packaged water coolers; cooling towers. Requests c.i.f.-Piraeus price quotations. A. N. Canacaris—Heating and Air Conditioning (importer, distributor, sales agent), 6 Vissarionos St., Athens 135. WTD 10/68.

IRAN—Water treatment, water filtration or water distillation equipment. Direct purchase and agency. M. D. Alishan (importer), 102 Sepahbod Zahedi Ave., Tehran. WTD 7/68.

SWITZERLAND—All kinds of catering, confectionery machines, articles for restaurants, hotels. Direct purchase and agency. Unicor Inc. (exporter, agent), 49, Rue des Paquis, 1201 Geneva. WTD 1/68.

361 Electric transmission, distribution equipment

SWEDEN—Airfield equipment: flood light towers, approach systems. Direct purchase and agency. Aeronautical Engineering Bureau (manufacturer, agent, exporter, importer, engineer, consultant), 35 Brotvagen, S-161 39 Bromma. WTD 11/68.

362 Electrical industrial apparatus

GERMANY—Arc welding machines, prefers most recent technical developments. Direct purchase and agency for Europe. Peter Goerres K.G. (manufacturer, distributor, exporter, importer), 6 Frankfurt/Main 74, Postfach 740144. WTD 12/67.

JAPAN—Reed switches and relays used for electronic, communication equipment. Okuno Electric Industry Co., Ltd. (manufacturer), Attn: Mr. H. Kobayashi, Mgr., Trade Dept., 1-17 Minami Ohi, Shinagawa-ku, Tokyo. WTD in preparation.

363 Household appliances

MALAWI—Ice-cream making appliances, electric and hand, for household use. Catalogs, prices in £ sterling requested. New Hardware Centre (Pvt.) Ltd. (hardware dealer), P.O. Box 543, Blantyre. WTD 9/68.

SWITZERLAND—All kinds of small power driven household apparatus especially mixers, fans, razors, toasters. Direct purchase and agency. Mapex AG (exporter, agent), Mr. E. Kuenzi, 6074 Giswil / OW. WTD in preparation.

TANZANIA—Electrical and kerosene household refrigerators. C.i.f. prices requested. Direct purchase and agency. Bhanji Thakershi & Sons (importer, agent), P.O. Box 53, Musoma. WTD 11/68.

365 Radio, television receiving sets

MALAWI—Portable transistor radios, one and two wavebands. Catalogs, price lists in £ sterling requested. M. F. A. Karim Bros. (wholesaler, retailer), P.O. Box 1, Champira. WTD 11/68.

366 Communication equipment

SWEDEN—Aviation equipment: radio equipment, navigational aids, light weight collapsible masts, steelmasts for radio, television antennas. Direct purchase and agency. Aeronautical Engineering Bureau (manufacturer, agent, exporter, importer, engineers, consultants), 35 Brotvagen, S-161 39 Bromma. WTD 11/68.

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- Your catalog or other appropriate literature.

SWITZERLAND—Telephone station equipment and parts, autotransformers for telephone switchboards, repeater equipment; new products. Requests replies in German. Direct purchase and agency. Mapex AG (exporter, agent), Mr. E. Kuenzi, 6074 Giswil / OW. WTD in preparation.

369 Electrical machinery, equipment, supplies

TANZANIA—Motor vehicle batteries. C.i.f. prices requested. Direct purchase and agency. Bhanji Thakershi & Sons (importer, agent), P.O. Box 53, Musoma. WTD 11/68.

371 Motor vehicles, motor vehicle equipment

TANZANIA—Truck trailers. C.i.f. prices requested. Direct purchase and agency. Bhanji Thakershi & Sons (importer, agent), P.O. Box 53, Musoma. WTD 11/68.

372 Aircraft, parts

SWEDEN—Turboprop, jet aircraft. Direct purchase and agency. Aeronautical Engineering Bureau (manufacturer, agent, exporter, importer, engineer, consultant), 35 Brotvagen, S-161 39 Bromma. WTD 11/68.

373 Ship building, repairing

FRANCE—Inboard and outboard motor boats: runabouts, cabin cruisers, less than 28', fiberglass; other boats such as dinghies. Requests replies in French. Salon Nautique Garage (M. Challier) (distributor), 42 Bld des Dames, 13-Marseille, 2eme. WTD 11/68.

381 Engineering, laboratory, scientific, research instruments

SWEDEN—Meteorological instruments for airports, navigational instruments. Direct purchase and agency. Aeronautical Engineering Bureau (manufacturer, agent, exporter, importer, engineers, consultants), 35 Brotvagen, S-161 39 Bromma. WTD 11/68.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Automatic temperature controls, related components suitable for use by steam-boiler manufacturers with their own products, such as hot-water heaters, steam-heating systems. Direct purchase and agency. Price lists, catalogs requested. Parent (Etablissements) (manufacturer), Boulevard du Midi; 47-Nerac, Lot-et-Garonne. WTD 7/67.

● **KOREA**—Supply of AC ammeters, dial type thermometers, protective relays, voltmeters, and related items. Invitation No. SLC-8199-P, SLC-68-24 (Part No. I), bid deadline Dec. 19. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● Supply of testing equipment for gas meter, including para prism, hydrometer, deadweight tester, proving ring, balance durability tester, automatic calibration apparatus for volume measure (glass ware), and similar items. Invitation No. KFX-8197-S-Part II, bid deadline Dec. 13. Requested by Office of Supply, Government of the Republic of Korea, Seoul, Korea. Specifications available on loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce. Washington, D.C. 20230.★ (Telephone: 202-967-2939).

384 Surgical, medical, & dental instruments & supplies

● **KOREA**—Supply of one artificial kidney system. Invitation No. SLC-8199-P, SLC-68-6 (Part No. II), bid deadline Dec. 19. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

386 Photographic equipment and supplies

● **KOREA**—Supply of 251,000 feet of 16mm.

panchromatic negative and fine grain positive film; and 40,000 feet of 35 mm. panchromatic negative and cine positive film. Invitation No. SLC-8193-N, bid deadline Dec. 18. Requested by Office of Supply, Government of the Republic of Korea, Seoul. Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-976-2939).

399 Manufacturing industries

NETHERLANDS—All types of luxury items for office use, saleable in stationery and bookstores. Veneka N.V. (importer), 3 Cornelis Drebbelstraat, Wijchen. WTD 11/68.

SWITZERLAND—All kinds of cigars, cigarette lighters; novelties; pipes, other smoking articles. Ch. Margot & Cie SA (exporter, agent), Margotabac, Bellefontaine 6, 1000 Lausanne. WTD in preparation.

593 Antique, secondhand stores

MALAWI—Secondhand men's outerwear: suits, jackets, topcoats. Prices in £ sterling requested. M. F. A. Karim Bros. (wholesaler, retailer), P.O. Box 1, Champira. WTD 11/68.

Ceylon calls for bids on sound recording items

The Chairman, Tender Board, Ministry of Information and Broadcasting, Ceylon, has issued a tender, for the supply and installation of sound recording equipment. Bid deadline is Jan. 30.

Bid should offer an eight channel mixing console, an optical film recording system, optical sound track recorder, amplifiers, microphones, 35 mm magnetic record/replay machine, 35 mm projector, loudspeaker systems, turntables.

Copies of tender announcement and specifications are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Greece calls for bids to expand nitrogenous fertilizer plant

The Nitrogenous Fertilizers Industry, S.A., 15 Valaoritou St., Athens, has issued a tender for the mechanical equipment that would be required to increase its output capacity of anhydrous ammonia from 270 to 300 metric tons and of ammonium nitrate from 294 to 441 tons per day (3 shifts).

Bidders may submit alternative proposals based on (a) supply of equipment and supervision of installation, or (b) supply and installation of the equipment.

The bid deadline is Jan. 16.

A copy of the tender is available on a short term loan basis to firms domiciled in the United States from the GIE Division, BDSA-647, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-967-5585).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

GREECE—Lentils. Requests c.i.f.-Piraeus price quotations. Exclusive agency. Aris P. Valtazanos & Co. (importer, distributor, sales agent, exporter), 1 Pireos Street, P.O. Box 647, Athens. WTD 10/68.

201 Meat products

GREECE—Edible tallow. Requests c.i.f.-Piraeus price quotations. Exclusive agency. Aris P. Valtazanos & Co. (importer, distributor, sales agent, exporter), 1 Pireos St., P.O. Box 647, Athens. WTD 10/68.

209 Food preparations

GREECE—Inedible tallow; soybean oil. Requests c.i.f.-Piraeus price quotations. Exclusive agency. Aris P. Valtazanos & Co. (importer, distributor, sales agent, exporter), 1 Pireos St., P.O. Box 647, Athens. WTD 10/68.

221 Broad woven fabric mills, cotton

ETHIOPIA—Fabric in bolts, cotton. Catalogs, samples requested. C.i.f. Ethiopian ports price. Exclusive agency. Abdelsamed Adem Nasser (commission agent), P.O. Box 442, Addis Ababa. WTD in preparation.

222 Broad woven fabric mills, manmade fibers, silk

GREECE—Polyester fabrics for men's suits. Exclusive agency. Michel Foreys (sales agent, exporter), 1 Sacred Squadron St., Symi Island, Dodecanese. WTD 10/68.

231 Men's, youths', boys' suits, coats, overcoats

ZAMBIA—Better-quality menswear. Jolliffe and Sons (manufacturers' agent), P.O. Box 591, Ndola. WTD 10/68.

232 Men's, youths', boys' furnishings, work clothing

ETHIOPIA—Men's, youths', boys' separate trousers. Catalogs, samples requested. C.i.f. Ethiopian ports price. Exclusive agency. Abdelsamed Adem Nasser (commission agent), P.O. Box 442, Addis Ababa. WTD in preparation.

235 Hats, caps, millinery

ZAMBIA—Better-quality men's hats. Jolliffe and Sons (manufacturers' agent), P.O. Box 591, Ndola. WTD 10/68.

238 Apparel, accessories

ETHIOPIA—Leather and sheep lined clothing, apparel belts. Catalogs, samples requested. C.i.f. Ethiopian ports prices. Exclusive agency. Abdelsamed Adem Nasser (commission agent), P.O. Box 442, Addis Ababa. WTD in preparation.

263 Paperboard mills products

IRELAND—Stationery. Eason & Son Ltd. (importing distributor), 80 Middle Abbey St., Dublin 1. WTD 11/68.

273 Books

IRELAND—Books. Eason & Son Ltd. (importing distributor), 80 Middle Abbey St., Dublin 1. WTD 11/68.

275 Commercial printing

IRELAND—Periodicals. Eason & Son Ltd. (importing distributor), 80 Middle Abbey St., Dublin 1. WTD 11/68.

277 Greeting card manufacturing

IRELAND—Greeting cards. Eason & Son Ltd. (importing distributor), 80 Middle Abbey St., Dublin 1. WTD 11/68.

281 Industrial chemicals

PAKISTAN—Synthetic organic pigments, dyes; industrial organic, inorganic chemicals. Mohd. Bashir & Co. (sales, indent agent), 1 Jinnah Ave., G.P.O. Box 136, Ramna, Dacca-2. WTD 11/68.

284 Soap, detergent, cleaning preparations, perfumes, cosmetics

SPAIN—Perfumes, cosmetics. Manuel Gazquez Davila (distributor), Ste. de Mayo, 26, Cordoba. WTD 11/68.

289 Chemical products

ECUADOR—Concrete additives. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

287 Agricultural chemicals

PAKISTAN—Fertilizers, insecticides, pesticides. Mohd. Bashir & Co. (sales, indent agent), 1 Jinnah Ave., G.P.O. Box 136, Ramna, Dacca-2. WTD 11/68.

306 Fabricated rubber products

THAILAND—Surgical gloves. Catalogs, price information requested. J. T. Trading (importer, commission agent), 37/2 Sathorn North Road, behind USSR Embassy, Bangkok. WTD 11/67.

314 Footwear, except rubber

ETHIOPIA—Footwear, except rubber. Catalogs, c.i.f. Ethiopian ports price requested. Exclusive agency. Abdelsamed Adem Nasser (commission agent), P.O. Box 442, Addis Ababa. WTD in preparation.

331 Steel mill products

ECUADOR—Composite strand cable. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

332 Iron, steel foundries

PAKISTAN—Cast iron, gas pipe made in foundries. Mohd. Bashir & Co. (sales, indent), 1 Jinnah Ave., G.P.O. Box 136, Ramna, Dacca-2. WTD 11/68.

342 Cutlery, hand tools, general hardware

GERMANY—All types of hand tools. Requests replies in German. Wilhelm Andress KG (sales agent, wholesaler), 6 Frankfurt/Main, Blumenstr. 7. WTD 11/68.

VENEZUELA—Hand tools, except power driven. Maurice Beriro (sales agent), Residencias Deco, 6° piso, 2a Avenida Los Palos Grandes, Caracas. WTD 11/68.

344 Fabricated structural metal products

FRANCE—Doors and windows (anodized aluminum at 20 microns); frames; louver doors and windows, related prefabricated aluminum units for residential, other uses, including rolling-doors, sliding windows, suitable for utilization in France by building industry. Descriptive literature, price lists requested. Replies requested in French. Ceretti, Roger (sales agent, dealer), Residence Lefevre; 64-Biarritz, Basses-Pyrenees. WTD 2/68.

349 Fabricated metal products

ECUADOR—Farm irrigation systems. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

351 Engines, turbines

NETHERLANDS—Marine diesel engines, 10 to 40 hp., limited height; fuel injection equipment for high speed diesel engines. Exclusive representation for Netherlands, Indonesia. N. V. voorheen Ruhaak & Co. (importer, distributor, exporter), Attn: Mr. J. A. Steenman, Man. Dir., P.O. Box 286, 4 Korte Vijverberg, The Hague. WTD 9/67.

353 Construction, mining, materials handling machinery, equipment

ITALY—Geophysic instruments for oil researches; control apparatus for drilling and exploiting oil fields. Ingg. Bertolazzi & Levi (agency), Corso Someiller 6, 10121 Torino. WTD 11/68.

ZAMBIA—One hundred—two hundred fifty ton capacity dump-trucks; power-shovels up to 75 cu. yd. capacity. Sole distributorship. Power Equipment Ltd. (distributor), P.O. Box 2098, Kitwe. WTD 9/68.

354 Metalworking machinery

GERMANY—Small sized machine tools. Requests replies in German. Wilhelm Andress KG (sales agent, wholesaler), 6 Frankfurt/Main, Blumenstr. 7. WTD 11/68.

NETHERLANDS—Band saws for the metalworking industry. Exclusive agency. Germa-Hengelo (importing, distributor), 33 Oldenzaalsestraat, Hengelo. WTD 11/68.

VENEZUELA—Hand tools, power driven (electric), 110 v, 60 cycles. Maurice Beriro (sales agent), Residencias Deco, 6° Piso, 2a Avenida Los Palos Grandes, Caracas. WTD 11/68.

356 General industrial machinery

ECUADOR—Water pumps, pumping equipment for farm use. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

NETHERLANDS—Reverse and reduction gears for marine engines of 10 to 80 hp. Exclusive representation for Netherlands, Indonesia. N.V. voorheen Ruhaak & Co. (importer, distributor, exporter), Attn: Mr. J. A. Steenman, Man. Dir., P.O. Box 286, 4 Korte Vijverberg, The Hague. WTD 9/67.

357 Office, computing, accounting machines

NETHERLANDS — Electronic recording equipment, primarily interested in highly sophisticated, new product items. Exclusive representation for Netherlands, Indonesia. N. V. voorheen Ruhaak & Co. (importer, distributor, exporter), Attn: Mr. J. A. Steenman, Man. Dir., P.O. Box 286, 4 Korte Vijverberg, The Hague. WTD 9/67.

359 Machinery

ECUADOR—Filters, internal combustion engine: oil, gasoline, air intake. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

ITALY—Atmospheric pollution apparatus, control systems. Ingg. Bertolazzi & Levi (agency), Corso Someiller 6, 10125 Torino. WTD 11/68.

365 Radio, television receiving sets

ZAMBIA—Radio, television receiving, transmitting electronic tubes; hearing aids; intercommunication equipment, electronic; public address equipment; radio parts, accessories; sound equipment, electronic. Exclusive agency. Frank and Hirsch Ltd. (distributor), P.O. Box 1976, Lusaka. WTD 10/68.

371 Motor vehicles, motor vehicle equipment

ECUADOR—Axle shafts, motor vehicle. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible:

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Gas meters, regulators. Mohd. Bashir & Co. (sales, indent agent), 1 Jinnah Ave., G.P.O. Box 136, Ramna, Dacca-2. WTD 11/68.

385 Ophthalmic goods

ETHIOPIA—Glasses, sun or glare. Catalogs, c.i.f. Ethiopian ports price requested. Exclusive agency. Abdelsamed Adem Nasser (commission agent), P.O. Box 442, Addis Ababa. WTD in preparation.

394 Toys, amusement, sporting goods

IRELAND—Toys. Eason & Son, Ltd. (importing distributor), 80 Middle Abbey St., Dublin 1. WTD 11/68.

ECUADOR—Exercising machines. Ameropa Compania de Responsabilidad Limitada (indent agent), P.O. Box 89, Guayaquil. WTD 5/67.

Leads for Importers

Commodities are offered direct unless specified

208 Beverages

YUGOSLAVIA—Red and white table and dessert wines. Prices f.o.b. Trieste, Rijeka or Thessaloniki: $3.80-$4.20 per crate of 12 bottles (0.7 liter contents). Can supply two million bottles annually. Yugoslav cognac (vinjak): 40% alcohol, $10.80 per crate of 12 bottles of 0.7 liter. Illustrated brochure available on loan from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Tikves (manufacturer), Lozaro-vinarsko pretprijatije, Kavadarci, Macedonia.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Cable-suspended aerial bicycles, quadricycles, foot or motor driven, autonomous overhead transportation vehicles, lightweight for use by workers performing routine overhauling services, maintenance operations, repair work on long distance conveyance systems of electric power (380 kw and over) such as aerial current-carrying electric cables, wire power distributors.

Bicycles, monocable, and quadricycles, multicable are runner and roller guided; equipped with extension arms and adaptable clamps with safety-belts, also platforms, aluminum tubular chassis, suitable for utilization by one or two workers. Vehicles reportedly provide all types of services currently required on interregional and national electricity distribution networks.

Descriptive literature mailed upon request

to interested parties who may be offered, if so desired, licensing proposals. Societe Nouvelle d'Albret (manufacturer), Bd. du Midi; 47-Nerac, Lot-et-Garonne. WTD in preparation.

391 Jewelry, silverware, plated ware

● **CEYLON**—Supply of 52 lots of sapphires totaling 3260.25 metric carats. Group includes: 14 Lots of blue sapphires, six of which are cabochon; 25 lots of star sapphires, two of which are pink; and 13 lots of cat's eyes.

Tender Notice No. Com/Ten/63, bid deadline Dec. 30. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.

Interested bidders may obtain tender forms from the Office of the Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW, Washington, D.C. 20008, on remitting a refundable deposit of $83.25.

Visiting Buyers and Officials

AFGHANISTAN—S. Abdullah Ibrahimi, representing Abdullah Co. Ltd. and Chinchilla Joint-Stock Co., P. O. Box 449, Kabul, **interested in importing rayon yarn, rayon and nylon fabrics, rubber boots and overshoes, variety of equipment and in exporting Afghan handicraft items to U.S., establishing representation in U.S., and in meeting chinchilla breeders.** Nov. 21 via New York for 2 mos. c/o Afghan American Trading Co., Inc., 122 W. 30th St., New York, N.Y. Itinerary: New York, Boston, Detroit, Chicago. WTD 4/68 on Chinchilla and 6/68 on Abdullah.

INDIA—Srikant G. Pittie, Raja Bahadur Motilal Poona Mills Ltd., Engineering Div., P. B. 50, Poona 1, **interested in discussing manufacture of small size farm tractors under license, 7-14 h.p., and requesting technical information.** Dec. 10 via New York for approx. 1 mo. c/o American Express Co., 65 Broadway, New York, N.Y. Itinerary: New York, Waverley, Iowa, Cedarburg, Wisc., others as necessary. WTD 7/68.

A. K. V. Raghavan, Technical Manager, Shanta Bros. Pvt. Ltd., Vasvani Mansion, Disha Wacha Rd., Bombay 1, **interested in representing U.S. fertilizer manufacturers and producers of electrical equipment and railroad rolling stock.** Dec. 5 via New York for 15 days. c/o O. Philipp and Co., Inc., 1230 Avenue of the Americas, New York, N.Y. Itinerary: New York, Chicago, Worcester, Mass., Washington, Los Angeles. WTD 6/67 under revision.

PAKISTAN—M. A. Ghani, Managing Partner, Union Surgical Co., Court Rd., P.O. Box 60, Sialkot, **interested in buying stainless steel, steel files, abrasives, electroplating and polishing compositions and in selling surgical instruments such as forceps, bone surgery instruments, gynecologic and obstetric instruments, scissors, and requesting technical information or electroplating and electrolytic polishing.** Dec. 20 via New York for 1 mo. c/o American Medical Instrument Corp., Flushing, N.Y. Itinerary: New York, Washington. WTD 1/66 under revision.

SUDAN—Antoun N. Kronfli, Manager, United Plastic Industries, P.O. Box 1236, Khartoum, **interested in machinery and know-how for production of microcellular PVC sheets for beach sandals and requesting technical information.** 2nd or 3rd week Dec. via Los Angeles for 3-4 days. Itinerary: Los Angeles. WTD 1/63 under revision.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

LIBYA—Libyan Health authorities **plan to build a 500-bed hospital in Baida** at an estimated cost of $5.6 million.

This project, which will be financed by the Government of Libya, is to be announced in a public tender as soon as the specifications and other details have been completed.

An American firm based in Italy has a contract to carry out the engineering services for the proposed hospital.

Firms interested in the project should contact: Mr. Chester L. Lucas, Pres., McGaughy, Marshall, McMillan and Lucas, Via E. Q. Visconti 8, Rome, Italy 00193.

NEW ZEALAND—The Napier Harbor Board of the City of Napier, approximately 200 miles south of Auckland, has announced that tenders will be invited later this year for **dredging about 700,000 cubic yards of siltstone, limestone and sand, from the city's breakwater harbor.** The Board is now drilling on the site and prospective tenderers are invited to send observers.

Information about this project is obtainable from N. de V. Lawrence, Secretary, P.O. Box 166, Napier. (Ref. Contract No. 1236).

VENEZUELA—The Ministerial Office for Transport of the Ministry of Public Works has published an **English edition of its summary report on the Caracas subway project.**

This document contains information on the major technical and financial aspects of the Caracas subway (Metro) rapid transit system. It also presents an initial idea of the policies which the Ministry is thinking of implementing in awarding contracts and financing conditions for the different cost components.

The document is available on request to firms and financial institutions interested in participating in the execution of the project. Requests should be addressed to: Division de Construccion, OM.T-7-68, Oficina Ministerial del Transporte, Ministerio de Obras Publicas, Edifico Camejo, Camejo a Colon, Caracas.

Trinidad and Tobago seeks applicants for yachting center project

Bidders must submit applications no later than December 20

The Government of Trinidad and Tobago has published plans for a two-phase development project of Chaguaramas Bay, former site of the U.S. Naval Station. Applicants are invited to submit plans for a rapid and sound development of the North-west peninsula shoreline and adjacent land areas into a national and international recreation and yachting center.

Phase One describes the requirements for establishing one or more marinas in Chaguaramas Bay, with attendant buildings and facilities. Phase Two invites interested promoters and developers to participate in the development of the Carenage Bay area, Tembladora and Point Gourde at Chaguaramas to be used as a center for tourism and a marine recreation complex.

This press announcement follows in the wake of a recent feasibility study for development of the Chaguaramas area under a contract with the Government of Trinidad and Tobago undertaken by General Electric TEMPO, General Electric's Center for Advanced Studies, Santa Barbara, California.

The projects identified for immediate implementation are:

Hotel accommodation with a maximum capacity of 600 rooms; a recreational complex on the foreshore of Carenage Bay to include facilities for a swimming pool, changing rooms, restaurant, dance floor, and landscaped areas for passive recreation, and a high quality commercial boat marina to provide for a variety of vessels and boating activities with facilities for servicing and administration.

Proposals for projects to integrate cultural and light industrial activities compatible with the major use of the area will be accepted from time to time.

Applications for the above should be submitted before Dec. 30.

The Government will participate in the aforementioned development projects by providing land to developers. Normally, land will be transferred to developers on a long lease basis after payment of a premium. However, the Government of Trinidad and Tobago may consider as an alternative participating in the equity of the enterprise to the extent of the value of the land. Other reasonable proposals for participating arrangements will also be considered.

Plans, charts and maps for these development projects are available for inspection at the Town and Country Planning Division of the Ministry of Planning and Development, Trinidad House, Port of Spain.

Requests for further information on these projects, as well as applications, should be addressed to E. L. Moore, Chairman, Chaguaramas Development & Implementation Organization, Ministry of Planning and Development, Trinidad House, Fourth Floor, St. Vincent St., Port of Spain, Trinidad, W.I.

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Calendar *for international traders*

ATLANTA—Dec. 19—In-Office Export Conference, Commerce Field Office, 10 a.m.

BUTLER, Pa.—Dec. 17—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Chamber of Commerce, REEC.

CHICAGO—Dec. 18—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Jan. 7—In-Office Meeting, Commerce Field Office.

CHICAGO—Jan. 9—Int'l Trade Club of Chicago, LaSalle Hotel.

CHICAGO—Jan. 14—First of 7 weekly seminars on Principles & Techniques in Exporting, Light Center, 140 S. Dearborn St., 6:15 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Jan. 14—Automotive Exporters' Club of Chicago, Builders' Bldg.

CINCINNATI—Dec. 18—Last of 7 weekly lectures in Export Workshop Course, "The Export Transaction Step by Step," Rm. 233, University Center, U. of Cincinnati, 7-9:30 p.m. Sponsors: U. of Cincinnati, Commerce Field Office, REEC, World Trade Club of Cincinnati.

CLEVELAND—Jan. 2—International Trade Luncheon Meeting, American Room, Mid-Day Club, Union Commerce Bldg., 12 noon. Sponsor: Cleveland World Trade Assn.

LOS ANGELES—Dec. 18—Export Expansion Seminar, Commerce Field Office, 9:30 a.m.

MEMPHIS—Dec. 17—World Trade Club, Sheraton Motor Inn.

NEW YORK—Dec. 17—International Executives Assn. luncheon, Hotel Statler Hilton. Speaker: Christopher Phillips, pres., U.S. Council of Int'l Chamber of Commerce.

PHILADELPHIA—Dec. 19—Philadelphia Chapter of Int'l Advertising Assn. monthly luncheon meeting, Penn Athletic Club, 12 noon.

PITTSBURGH—Dec. 19—In-Office Export Workshop, Commerce Field Office, 2 p.m.

PITTSBURGH—Jan. 16—In-Office Export Workshop, Commerce Field Office, 2 p.m.

PITTSBURGH—Jan. 24—Guide to Export Financing, Federal Bldg., Rm. 2214. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

SAN FRANCISCO—Dec. 30—Businessmen's Consultation, **Roger Severance, Commercial Officer, posted to Tokyo.** Sponsor: Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

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